BANK HOLDING COMPANIES

Top 100 U.S. Bank Holding Companies

Ranked by Assets Dec. 31, 1989, Compared with December 31, 1988

Rank 12/31/89	Bank Holding Company / Largest Controlled Bank in Deposits	Total Assets 12/31/89	Total Assets 12/31/88	Rank 12/31/88	Gain	Total Deposits 12/31/89	Total Deposits 12/31/88	Controlled Banks	Controlled Branches
51	**First American Bankshares, Inc., Washington, D.C.** First American Bank of Virginia, McLean	11,489,707,000	10,639,745,000	52	+1	8,988,385,000	8,379,998,000	7	286
52	**Michigan National Corp., Farmington Hills** Michigan National Bank, Farmington Hills, Mich.	11,479,973,000	11,305,713,000	46		9,295,128,000	9,213,628,000	2	199
53	**Crestar Financial Corp., Richmond** Crestar Bank, Richmond	11,360,817,000	10,408,288,000	53		8,467,254,000	7,981,696,000	4	252
54	**Ameritrust Corp., Cleveland** Ameritrust Co. NA, Cleveland	11,233,140,000	10,738,297,000	51		8,790,810,000	8,358,773,000	9	226
55	**Northern Trust Corp., Chicago** Northern Trust Co., Chicago	10,937,679,000	9,903,900,000	55		7,038,283,000	6,752,600,000	8	10
56	**Society Corp., Cleveland (d)** Society National Bank, Cleveland	10,903,327,000	10,009,572,000	54		8,424,476,000	7,675,603,000	3	212
57	**Valley National Corp., Phoenix, Ariz.** Valley National Bank, Phoenix	10,519,481,000	11,765,677,000	45		9,369,124,000	9,511,915,000	4	270
58	**Manufacturers National Corp., Detroit** Manufacturers National Bank of Detroit	10,304,507,000	9,310,864,000	60	+2	8,365,176,000	7,868,443,000	13	140
59	**Dominion Bankshares Corp., Roanoke, Va.** Dominion Bank NA, Roanoke	10,119,695,000	9,204,026,000	61	+2	7,624,276,000	7,082,112,000	10	288
60	**State Street Boston Corp.** State Street Bank & Trust Co., Boston	9,983,021,000	8,371,952,000	62	+2	6,178,033,000	5,388,407,000	1	6
61	**BayBanks, Inc., Boston** BayBank Boston NA	9,913,271,000	9,496,465,000	59		8,784,310,000	7,899,679,000	9	227
62	**Firstar Corp., Milwaukee** First Wisconsin National Bank, Milwaukee	8,607,873,000	7,841,938,000	65	+3	6,835,281,000	6,293,461,000	39	126
63	**AmSouth Bancorporation, Birmingham, Ala.** AmSouth Bank NA, Birmingham	8,565,389,000	8,312,589,000	63		6,672,376,000	6,510,927,000	4	175
64	**Bancorp Hawaii, Inc., Honolulu** Bank of Hawaii, Honolulu	8,317,114,000	6,634,705,000	72	+8	7,024,285,000	5,661,511,000	2	67
65	**Old Kent Financial Corp., Grands Rapids, Mich.** Old Kent Bank & Trust Co., Grand Rapids	8,127,210,000	7,854,091,000	64		6,780,206,000	6,504,820,000	21	195
66	**BanCal Tri-State Corp., San Francisco** Bank of California NA, San Francisco	7,888,103,000	6,887,827,000	69	+3	4,529,338,000	4,322,583,000	1	50
67	**Florida National Banks of Florida, Inc., Jacksonville (a)** Florida National Bank, Jacksonville	7,882,734,000	7,827,711,000	66		6,071,696,000	6,089,721,000	2	185
68	**SouthTrust Corp., Birmingham, Ala.** SouthTrust Bank of Alabama NA, Birmingham	7,763,166,000	6,645,325,000	71	+3	6,054,500,000	5,119,043,000	41	223
69	**Riggs National Corp., Washington, D.C.** Riggs National Bank, Washington, D.C.	7,337,187,000	7,001,910,000	68		5,976,934,000	5,537,275,000	3	56
70	**First Maryland Bancorp., Baltimore** First National Bank of Maryland, Baltimore	7,186,938,000	6,274,422,000	75	+5	4,944,177,000	4,352,335,000	2	143
71	**Marshall & Ilsley Corp., Milwaukee, Wis.** M&I Marshall & Ilsley Bank, Milwaukee	7,150,841,000	6,774,907,000	70		5,585,331,000	5,211,051,000	46	135
72	**Fifth Third Bancorp, Cincinnati** Fifth Third Bank, Cincinnati	7,142,972,000	5,245,803,000	87	+15	5,783,527,000	4,093,644,000	14	198
73	**First American Corp., Nashville, Tenn.** First American National Bank, Nashville	7,058,327,000	7,203,961,000	67		5,824,564,000	5,817,819,000	10	147
74	**Mercantile Bancorporation Inc., St. Louis, Mo.** Mercantile Bank NA, St. Louis	6,942,171,000	6,459,234,000	73		5,447,809,000	5,309,380,000	27	112
75	**Integra Financial Corp., Pittsburgh** Union National Bank, Pittsburgh	6,767,642,000	6,926,583,000[1]	69[1]		5,803,812,000	5,777,435,000[1]	7	212
76	**Hibernia Corp., New Orleans, La.** Hibernia National Bank, New Orleans	6,698,851,000	5,834,258,000	81	+5	5,869,836,000	4,729,386,000	2	105
77	**First Pennsylvania Corp., Philadelphia (c)** First Pennsylvania Bank NA, Philadelphia	6,606,669,000	6,406,666,000	74		4,971,669,000	4,757,316,000	3	85
78	**First Tennessee National Corp., Memphis** First Tennessee Bank NA, Memphis	6,397,532,000	5,972,034,000	76		4,949,447,000	4,656,801,000	3	130
79	**First Empire State Corp., Buffalo, N.Y.** Manufacturers & Traders Trust Co., Buffalo	6,233,799,000	5,908,060,000	80	+1	4,870,567,000	5,057,410,000	3	84
80	**South Carolina National Corp., Columbia** South Carolina National Bank, Columbia	6,215,569,000	5,655,183,000	84	+4	4,667,470,000	4,028,390,000	1	155
81	**United Banks of Colorado, Inc., Denver** United Bank of Denver NA	6,080,435,000	5,811,572,000	82	+1	4,754,291,000	4,623,563,000	40	0
82	**INB Financial Corp., Indianapolis** INB National Bank, Indianapolis	6,014,672,000	5,927,182,000	78		4,570,965,000	4,303,434,000	3	102
83	**Star Banc Corp., Cincinnati** Star Bank NA, Cincinnati	5,949,401,000	5,656,631,000	83		4,973,054,000	4,723,117,000	15	152
84	**Commerce Bancshares, Inc., Kansas City, Mo.** Commerce Bank of Kansas City, Mo.	5,829,150,000	5,443,959,000	85	+1	4,987,915,000	4,683,419,000	14	111
85	**First Security Corp., Salt Lake City, Utah** First Security Bank of Utah NA, Salt Lake City	5,794,767,000	5,158,976,000	90	+5	4,149,097,000	3,902,665,000	3	161
86	**European American Bancorp, New York** European American Bank, New York	5,763,813,000	5,909,084,000	79		4,604,362,000	4,377,960,000	1	88
87	**Merchants National Corp., Indianapolis** Merchants National Bank, Indianapolis	5,576,601,000	5,255,673,000	86		4,122,371,000	3,756,755,000	17	138
88	**First Florida Banks, Inc., Tampa** First Florida Bank NA, Tampa	5,564,600,000	5,131,537,000	91	+3	4,637,000,000	4,327,879,000	2	150
89	**First Alabama Bancshares, Inc., Montgomery** First Alabama Bank, Montgomery	5,549,612,000	5,173,609,000	89		4,744,364,000	4,331,715,000	2	142
90	**Central Fidelity Banks Inc., Richmond** Central Fidelity Bank, Richmond	5,335,200,000	4,731,374,000	94	+4	4,142,304,000	3,744,478,000	2	185
91	**Trustcorp., Inc., Toledo, Ohio (d)** Toledo Trust Co., Ohio	5,327,295,000	5,969,103,000	77		4,547,985,000	4,472,364,000	13	181
92	**Equitable Bancorporation, Baltimore (b)** Equitable Bank NA, Baltimore	5,251,317,000	5,245,037,000	88		3,487,670,000	3,517,188,000	2	110
93	**Bank South Corp., Atlanta** Bank South NA, Atlanta	5,136,197,000	4,881,210,000	92		3,723,368,000	3,552,482,000	9	135
94	**First Virginia Banks, Inc., Falls Church** First Virginia Bank, Falls Church	5,123,964,000	4,795,799,000	93		4,426,663,000	4,223,091,000	22	298
95	**First Hawaiian, Inc., Honolulu** First Hawaiian Bank, Honolulu	5,080,061,000	4,238,584,000	98	+3	4,512,310,000	3,773,630,000	1	46
96	**BB&T Financial Corp., Wilson, N.C.** Branch Banking & Trust Co., Wilson	4,807,836,000	4,376,600,000	96		3,899,428,000	3,551,788,000	2	191
97	**City National Corp., Beverly Hills, Calif.** City National Bank, Beverly Hills	4,698,952,000	4,295,921,000	97		3,853,446,000	3,465,407,000	1	22
98	**First Commerce Corp., New Orleans, La.** First National Bank of Commerce, New Orleans	4,657,952,000	4,166,031,000	99	+1	3,798,102,000	3,382,864,000	5	87
99	**Central Bancshares of the South, Inc., Birmingham, Ala.** Central Bank of the South, Birmingham	4,518,743,000	4,108,909,000	100	+1	3,238,625,000	2,809,916,000	5	83
100	**West One Bancorp, Boise, Idaho** West One Bank, Idaho, NA, Boise	4,349,656,000	3,306,286,000	103	+3	3,241,845,000	3,035,322,000	7	121

Sources of Data: American Banker questionnaire, and banks' yearend earnings releases. **Assets** and **Deposits** include all consolidated subsidiaries, both domestic and foreign. Data for 1988 are as reported in 1989 and have not been restated for acquisitions, mergers, or changes in accounting principals. **Banks Controlled:** includes only domestic commercial banks controlled, according to definitions of Bank Holding Co. Act. **Branches Controlled** are domestic commercial bank branches only. **(a)**— On Jan. 29 First Union Corp. acquired Florida National Banks of Florida. Had merger taken place on Dec. 31, First Union would rank 15th with $40 billion in assets. **(b)**— On Jan. 18, MNC acquired Equitable Bancorp. Had the merger taken place on Dec. 31, MNC would have ranked 28th with assets of $25.5 billion. **(c)**— On March 5, CoreStates acquired First Pennsylvania Corp. Had the merger taken place on Dec. 31, CoreStates would have ranked 34th with $23.5 billion in assets. **(d)**— On Jan. 2, Society Corp. acquired Trustcorp. Had the merger taken place on Dec. 31, Society would have ranked 41st with assets of $16.2 billion. **(1)**—The 1988 data are pro forma. The company was formed on 1/30/89, when Union National Corp., Pittsburgh, and Pennbank Corp., Titusville, merged.

Compiled by American Banker, Copyright 1990.

BANK HOLDING COMPANIES

Top 100 US Bank Holding Companies

Listed geographically by order of total assets within states (dollar amounts in millions)

Rank 12/89		Assets 12/31/89	Assets 12/31/88	Employees 12/31/89	Employees 12/31/88
	ALABAMA				
63	AmSouth Bancorp.	8,565	8,313	4,822	4,843
68	SouthTrust Corp.	7,763	6,645	4,403	4,066
89	First Alabama Bancshares, Inc.	5,550	5,174	3,979	3,895
99	Central Bancshares of the South	4,519	4,109	2,417	2,455
	ARIZONA				
57	Valley National Corp.	10,519	11,766	7,354	7,275
	CALIFORNIA				
3	BankAmerica Corp.★	98,764	94,647	54,779	53,713
5	Security Pacific Corp.★	83,943	77,870	41,117	41,363
9	First Interstate Bancorp.★	59,051	58,194	35,850	38,270
12	Wells Fargo & Co.★	48,737	46,617	19,500	19,700
66	BanCal Tri-State Corp.	7,888	6,888	3,676	3,551
97	City National Corp.	4,699	4,296	2,207	2,141
	COLORADO				
81	United Banks of Colorado, Inc.	6,080	5,812	3,684	3,779
	CONNECTICUT				
24	Shawmut National Corp.★	27,855	28,414	12,019	13,732
	DISTRICT OF COLUMBIA				
51	First American Bankshares	11,490	10,640	6,101	5,730
69	Riggs National Corp.	7,337	7,002	2,397	2,220
	FLORIDA				
23	Barnett Banks, Inc.★	29,007	25,748	18,109	17,741
40	Southeast Banking Corp.	16,525	15,623	8,147	8,341
67	Florida National Banks, Inc.	7,883	7,828	4,294	4,867
88	First Florida Banks, Inc.	5,565	5,132	4,065	3,808
	GEORGIA				
19	SunTrust Banks, Inc.★	31,044	29,177	20,023	19,936
33	Citizens & Southern Corp.★	23,313	21,098	15,381	13,871
93	Bank South Corp.	5,136	4,881	3,010	3,080
	HAWAII				
64	Bancorp Hawaii, Inc.	8,317	6,635	3,683	3,473
95	First Hawaiian, Inc.	5,080	4,239	2,281	2,200
	IDAHO				
100	West One Bancorp	4,350	3,906	3,034	2,781
	ILLINOIS				
13	First Chicago Corp.	47,907	44,432	16,500	14,635
22	Continental Bank Corp.	29,549	30,578	7,560	8,105
46	Harris Bankcorp, Inc.	12,374	11,276	5,356	5,290
55	Northern Trust Corp.	10,938	9,904	5,498	5,387
	INDIANA				
82	INB Financial Corp.[1]	6,015	5,927	3,007	2,948
87	Merchants National Corp.	5,577	5,256	3,315	3,038
	LOUISIANA				
76	Hibernia Corp.	6,699	5,834	2,901	2,530
98	First Commerce Corp.	4,658	4,166	2,553	2,341
	MARYLAND				
37	MNC Financial, Inc.★	20,316	18,015	9,300	8,598
70	First Maryland Bancorp.	7,187	6,274	4,069	3,980
92	Equitable Bancorporation	5,251	5,245	2,965	3,293
	MASSACHUSETTS				
15	Bank of Boston Corp.★†	39,178	36,061	18,800	19,500
21	Bank of New England Corp.★	29,773	29,475	16,821	18,752
60	State Street Boston Corp.	9,983	8,372	7,451	6,953
61	BayBanks, Inc.	9,913	9,469	5,748	5,665
	MICHIGAN				
27	NBD Bancorp., Inc.★	25,771	24,176	12,367	12,233
44	First of America Bank Corp.	12,793	9,769	9,777	7,590
48	Comerica, Inc.	12,149	11,145	6,604	6,098
52	Michigan National Corp.	11,480	11,306	6,043	6,200
58	Manufacturers National Corp.	10,305	9,311	5,784	5,463
65	Old Kent Financial Corp.	8,127	7,854	4,525	4,800[2]
	MINNESOTA				
30	Norwest Corp.★	24,334	21,750	16,148	15,400
36	First Bank System, Inc.★	20,820	24,248	10,667	9,004
	MISSOURI				
42	Boatmen's Bancshares, Inc.	14,542	14,676	8,402	8,633
74	Mercantile Bancorporation Inc.	6,942	6,459	4,463	4,347
84	Commerce Bancshares, Inc.	5,829	5,444	3,632	3,637
	NEW JERSEY				
20	First Fidelity Bancorp.★	30,728	29,777	14,400	14,945
32	Midlantic Corp.★	23,666	19,697	11,384	9,875
47	UJB Financial Corp.[3]	12,172	10,888	6,364	6,446
	NEW YORK				
1	Citicorp	230,643	207,666	92,000	89,000
2	Chase Manhattan Corp.	107,369	97,455	40,594	40,615
4	J.P. Morgan & Co., Inc.	88,964	83,923	14,207	15,363
6	Chemical Banking Corp.	71,513	67,349	29,139	27,225
8	Manufacturers Hanover Corp.	60,479	66,710	20,034	23,094
10	Bankers Trust New York Corp.	55,658	57,942	13,230	12,751
11	Bank of New York Co., Inc.★	48,856	47,388	14,883	17,766
25	Marine Midland Banks, Inc.★	27,067	25,964	13,345	13,403
28	Republic New York Corp.	25,467	24,519	3,700	3,625
35	National Westminster Bancorp★	21,773	19,013	8,060	8,140
41	KeyCorp	15,461	14,646	10,372	10,780
79	First Empire State Corp.	6,234	5,908	2,347	2,423
86	European American Bancorp	5,764	5,909	2,485	2,534[4]
	NORTH CAROLINA				
7	NCNB Corp.★	66,191	29,848	27,399	14,309
17	First Union Corp.★	32,131	28,978	17,733	19,761
31	First Wachovia Corp.★	24,050	21,815	13,113	13,118
96	BB&T Financial Corp.	4,808	4,377	2,846	2,748
	OHIO				
26	Banc One Corp.★	26,552	25,278	17,800	16,870
34	National City Corp.★	22,972	21,623	15,160	14,092
50	Huntington Bancshares, Inc.	11,680	9,506	5,885	5,150
54	Ameritrust Corp.	11,233	10,738	6,105	5,899
56	Society Corp.	10,903	10,010	5,935	6,076
72	Fifth Third Bancorp	7,143	5,246	3,900	2,935
83	Star Banc Corporation	5,949	5,657	3,559	3,579
91	Trustcorp. Inc.	5,327	5,969	3,268	3,473
	OREGON				
38	U.S. Bancorp.	16,975	14,383	9,721	9,668
	PENNSYLVANIA				
14	PNC Financial Corp★	45,661	40,811	17,681	15,823
18	Mellon Bank Corp.★†	31,467	31,153	15,300	16,600
39	CoreStates Financial Corp.	16,849	16,431	9,756	9,420
49	Meridian Bancorp., Inc.	11,925	9,523	6,694	6,049
75	Integra Financial Corp.	6,768	6,927[5]	3,855	3,711[5]
77	First Pennsylvania Corp.	6,607	6,407	3,589	3,680
	RHODE ISLAND				
16	Fleet/Norstar Financial Group, Inc.★	33,441	29,052	18,789	18,848
	SOUTH CAROLINA				
80	South Carolina National Corp.	6,216	5,655	3,887	3,916
	TENNESSEE				
73	First American Corp.	7,058	7,204	3,934	4,106
78	First Tennessee National Corp.	6,398	5,972	3,977	4,142
	TEXAS				
43	First City Bancorp. of Texas, Inc.	14,081	12,195	6,904	6,681
	UTAH				
85	First Security Corp.	5,795	5,159	4,097	4,097
	VIRGINIA				
29	Sovran Financial Corp.★	25,442	22,484	14,686	14,519
45	Signet Banking Corp.	12,476	11,002	5,677	5,797
53	Crestar Financial Corp.	11,361	10,408	6,029	5,838
59	Dominion Bankshares Corp.	10,120	9,204	5,599	5,448
90	Central Fidelity Banks, Inc.	5,335	4,731	3,477	3,277
94	First Virginia Banks, Inc.	5,124	4,796	4,482	4,343
	WISCONSIN				
62	Firstar Corporation	8,608	7,842	6,166	6,203
71	Marshall & Ilsley Corp.	7,151	6,775	5,400	5,377
	Total for Top 100 Firms of 1989	$2,283 Bil.	$2,124 Bil.	1,065,556	1,048,096

(★)— A superregional banking firm, which the American Banker defines as a nonmoney-center banking company with assets greater than $20 billion that has merged across state lines to establish a full commercial banking presence in another state. **(†)—** Classified as a money center bank in American Banker earnings performance studies, such as the listing that appears on page 18 of this edition. **Employees:** Full-time equivalent employees unless otherwise noted. **(1)—** Formerly known as Indiana National Corp. **(2)—** Estimated. **(3)—** Formerly known as United Jersey Banks. **(4)—** Employee data are for European American Bank. **(5)—** The 1988 data are pro forma. Bank was formed on Jan. 30, 1989, when Union National Corp., Pittsburgh, and Pennbank Corp., Titusville, merged.

Compiled by American Banker, Copyright 1990.

The 10 Largest Banks Not Controlled by a U.S. Bank Holding Company

Listed in order of total assets on Dec. 31, 1989 (dollar amounts in millions)

Name of Bank	Assets 12/31/89	Deposits 12/31/89	Net Income 1989	Primary Capital 12/31/89	Name of Parent Company
Union Bank, San Francisco (a)	15,376	11,637	138.9	1,218.3	Bank of Tokyo Ltd., Japan
Boston Safe Deposit & Trust Co. (b)	10,772	7,782	24.4	1,002.1	Shearson Lehman Hutton Inc., New York (c)
American Express Centurion Bank, Newark, Del.	8,754	2,919	65.0	679.0	American Express Travel Related Services, New York (c)
Bank of Tokyo Trust Co., New York	8,239	5,805	24.8	549.8	Bank of Tokyo Ltd., Japan
Greenwood Trust Co., New Castle, Del.	7,051	5,493	97.1	673.2	Dean Witter Financial Services Group, New York (d)
Sanwa Bank California, San Francisco	6,918	5,564	14.3	555.6	Sanwa Bank Ltd., Osaka, Japan
Banco Popular de Puerto Rico, San Juan	5,923	4,926	56.2	416.7	None
Industrial Bank of Japan Trust Co., New York	5,575	3,199	16.0	367.3	Industrial Bank of Japan, Ltd., Tokyo
Israel Discount Bank of New York	4,777	4,404	20.2	285.7	Israel Discount Bank Ltd., Tel Aviv
Sumitomo Bank of California, San Francisco	4,401	3,378	34.0	302.5	Sumitomo Bank Ltd., Osaka, Japan

Table explained: A list of banks that do not appear on the Top 100 Bank Holding Companies listing, because their parent companies are not U.S. bank holding companies. **(a)—** Formerly known as California First Bank. Changed title in Oct. 1988, after acquiring Union Bank, Los Angeles. **(b)—** The bank is a wholly owned subsidiary of Boston Co. Inc. That company, in turn, is owned by Shearson Lehman Hutton Inc. **(c)—** An American Express Co. subsidiary. **(d)—** A subsidiary of Sears, Roebuck & Co., Chicago.

Compiled by American Banker, Copyright 1990.

BANK HOLDING COMPANIES

Top 100 Earners in Banking

Banks and bank holding companies ranked by 1989 net income

Rank 1989		Net Income For Full Year 1989	1988	Rank 1988	Gain in Rank	Adjusted Net Income 1989	1988	Profitability Ratios Return on Assets 1989	1988	Return on Equity 1989	1988
1	BankAmerica Corp., San Francisco (c)	820,000,000	547,000,000	8	+7	830,000,000	547,000,000	0.85	0.57	17.17	17.36
2	Security Pacific Corp., Los Angeles (c)	740,600,000	638,900,000	7	+5	740,600,000	638,900,000	0.90	0.84	18.78	18.86
3	Wells Fargo & Co., San Francisco (d)	601,100,000	512,500,000	10	+7	601,100,000	512,500,000	1.26	1.14	24.49	23.99
4	Citicorp, New York (c)	498,000,000	1,698,000,000	1		498,000,000	1,698,000,000	0.23	0.82	4.25	21.40
5	NCNB Corp., Charlotte, N.C. (c)	447,069,000	252,471,000	19	+ 14	447,069,000	248,329,000	0.74[1]	0.88	20.45	15.55
6	PNC Financial Corp, Pittsburgh (c)	377,440,000	442,722,000	11	+5	249,589,000	442,722,000	0.90	1.20	13.60	19.30
7	Fleet/Norstar Financial Group, Inc., Providence, R.I. (c)	371,346,000	335,829,000	13	+6	371,346,000	335,829,000	1.25	1.24	17.70	18.15
8	Banc One Corp., Columbus, Ohio (c)	362,868,000	340,188,000	12	+4	348,242,000	328,065,000	1.42	1.45	16.79	17.69
9	First Chicago Corp. (c)	358,700,000	513,054,000	9		451,100,000	497,988,000	0.74	1.12	15.52	29.33
10	SunTrust Banks, Inc., Atlanta (c)	337,318,000	308,729,000	16	+6	323,590,000	308,729,000	1.16	1.13	16.88	17.36
11	Sovran Financial Corp., Norfolk, Va. (c)	269,175,000	243,062,000	21	+ 10	269,175,000	243,062,000	1.14	1.14	17.71	17.90
12	First Wachovia Corp., Winston-Salem, N.C. (c)	268,973,000	244,251,000	20	+8	268,973,000	244,251,000	1.19	1.22	16.48	17.18
13	National City Corp., Cleveland (c)	263,320,000	233,202,000	23	+ 10	263,320,000	233,202,000	1.24	1.18	18.62	18.42
14	NBD Bancorp., Inc., Detroit (c)	258,808,000	227,156,000	24	+ 10	258,808,000	227,156,000	1.07	0.98	16.19	16.11
15	Barnett Banks, Inc., Jacksonville, Fla. (c)	256,655,000	226,439,000	25	+ 10	241,089,000	226,439,000	0.94	0.94	15.99	16.24
16	First Union Corp., Charlotte, N.C. (c)	256,191,000	296,900,000	17	+1	256,191,000	296,900,000	0.84	1.06	12.77	16.16
17	Citizens & Southern Corp., Atlanta (c)	238,049,000	206,285,000	29	+ 12	238,049,000	206,285,000	1.07	1.00	17.60	17.40
18	Norwest Corp., Minneapolis (c)	237,000,000	211,200,000	28	+ 10	237,000,000	211,200,000	1.06	1.03	19.62	19.21
19	MNC Financial, Inc., Baltimore (c)	212,566,000	182,249,000	30	+ 11	212,566,000	170,249,000	1.14	1.07	17.72	17.55
20	Midlantic Corp., Edison, N.J. (c)	206,261,000	222,865,000	26	+6	211,008,000	222,865,000	0.97	1.20	14.36	17.87
21	CoreStates Financial Corp., Philadelphia (c)	198,686,000	179,479,000	31	+ 10	198,686,000	179,479,000	1.22	1.14	16.78	16.69
22	Michigan National Corp., Farmington Hills (c)	187,264,000	93,154,000	46	+ 24	178,939,000	93,154,000	1.69	1.05	29.08	17.32
23	Mellon Bank Corp., Pittsburgh (c)	181,000,000	(65,000,000)	...		181,000,000	(65,000,000)	0.69	-0.21	14.09	-11.66
24	First Fidelity Bancorp., Lawrenceville, N.J. (c)	159,548,000	33,919,000	105	+ 81	159,548,000	33,919,000	0.55	0.12	10.31	1.08
25	U.S. Bancorp., Portland, Ore. (c)	150,800,000	123,913,000	34	+9	150,800,000	100,810,000	1.00	0.92	15.13	13.78
26	Continental Bank Corp., Chicago (d)	147,300,000	315,800,000	15		286,100,000	267,500,000	0.52	1.03	8.62	26.38
27	Union Bank, San Francisco (e)	138,926,000	58,017,000	71	+ 44	138,926,000	58,017,000	0.95	0.77	15.78	13.67
28	KeyCorp, Albany, N.Y. (c)	136,925,000	119,860,000	35	+7	125,298,000	119,860,000	0.93	0.90	14.55	14.39
29	Boatmen's Bancshares, Inc., St. Louis, Mo. (c)	129,243,000	69,769,000	63	+ 34	129,243,000	22,569,000	0.91	0.49	12.18	6.66
30	Signet Banking Corp., Richmond (c)	123,320,000	152,468,000	33	+3	119,820,000	111,312,000	1.08	1.38	17.12	25.13
31	First of America Bank Corp., Kalamazoo, Mich. (c)	122,877,000	88,823,000	50	+ 19	115,412,000	88,823,000	1.00	0.96	14.41	14.38
32	UJB Financial Corp., Princeton, N.J. (c)	118,540,000	116,075,000	36	+4	120,346,000	116,075,000	1.05	1.13	14.52	15.80
33	Ameritrust Corp., Cleveland (c)	115,903,000	103,486,000	41	+8	115,903,000	89,000,000	1.10	1.02	16.10	13.65
34	First City Bancorporation of Texas, Inc., Houston (c)	112,198,000	66,059,000	65	+ 31	112,198,000	66,059,000	0.88	0.84	15.90	15.54
35	Society Corp., Cleveland (c)	110,039,000	100,051,000	43	+8	109,312,000	100,051,000	1.11	1.07	15.49	15.56
36	Fifth Third Bancorp, Cincinnati (c)	108,318,000	84,172,000	55	+ 19	108,318,000	82,217,000	1.62	1.80	16.50	18.00
37	Huntington Bancshares, Inc., Columbus, Ohio (c)	107,978,000	87,552,000	52	+ 15	107,978,000	87,552,000	1.02	1.01	15.81	16.25
38	Manufacturers National Corp., Detroit (c)	107,280,000	96,255,000	45	+7	107,280,000	96,255,000	1.08	1.06	17.45	18.03
39	State Street Boston Corp. (d)	104,032,000	92,348,000	47	+8	104,032,000	92,348,000	1.29	1.27	18.70	18.70
40	Crestar Financial Corp., Richmond (c)	103,848,000	86,675,000	53	+ 13	103,848,000	86,675,000	0.97	0.87	15.06	14.48
41	Northern Trust Corp., Chicago (c)	103,800,000	109,300,000	40		94,400,000	81,500,000	1.08	1.36	23.79	28.86
42	Greenwood Trust Co., New Castle, Del. (f)	97,132,000	1,336,000	...		97,132,000	1,336,000	1.44*	0.03	23.83*	0.37
43	Dominion Bankshares Corp., Roanoke, Va. (c)	94,078,000	83,048,000	56	+ 13	94,078,000	83,048,000	1.02	0.98	15.90	15.20
44	Meridian Bancorp., Inc., Reading, Pa. (c)	91,462,000	86,053,000	54	+ 10	88,112,000	86,053,000	0.89	0.99	13.45	13.58
45	Firstar Corp., Milwaukee (c)	87,197,000	109,913,000	39		87,197,000	52,616,000	1.11	1.53	16.62	22.33
46	Marshall & Ilsley Corp., Milwaukee, Wis. (c)	85,448,000	76,201,000	60	+ 14	85,448,000	76,201,000	1.26	1.20	16.02	16.20
47	Old Kent Financial Corp., Grands Rapids, Mich. (c)	85,397,000	77,114,000	59	+ 12	85,397,000	77,114,000	1.07	1.04	15.29	15.39
48	Southeast Banking Corp., Miami (c)	80,460,000	75,303,000	61	+ 13	80,460,000	75,303,000	0.51	0.53	10.11	10.56
49	Bancorp Hawaii, Inc., Honolulu (c)	79,861,000	74,902,000	62	+ 13	79,861,000	62,197,000	1.14	1.04	17.95	16.49
50	Comerica, Inc., Detroit (c)	77,613,000	112,031,000	38		77,613,000	112,031,000	0.69	1.10	11.74	19.04
51	First Maryland Bancorp., Baltimore (c)	73,373,000	57,718,000	72	+ 21	73,373,000	52,370,000	1.12	0.89	16.38	13.53
52	SouthTrust Corp., Birmingham, Ala. (c)	72,775,000	67,588,000	64	+ 12	72,775,000	67,588,000	1.03	1.08	15.44	16.12
53	Bank of Boston Corp. (c)	70,417,000	322,262,000	14		(44,583,000)	322,262,000	0.19	0.96	3.91	18.33
54	First Virginia Banks, Inc., Falls Church (c)	67,374,000	60,940,000	67	+ 13	66,400,000	60,940,000	1.39	1.32	15.55	15.52
55	First American Bankshares, Inc., Washington, D.C. (c)	66,733,000	80,267,000	57	+2	66,733,000	80,267,000	0.61	0.81	8.40	11.78
56	American Express Centurion Bank, Newark, Del. (g)	65,016,000	36,426,000	99	+ 43	65,016,000	36,426,000	0.78*	1.34	16.10*	14.90
57	Canadian Imperial Holdings, Inc., New York (c)	63,187,000	51,151,000	79	+ 22	63,187,000	51,151,000	1.62	1.47	12.65	11.57
58	AmSouth Bancorporation, Birmingham, Ala. (c)	63,168,000	79,804,000	58		63,168,000	79,804,000	0.76	1.00	11.49	15.70
59	BayBanks, Inc., Boston (c)	63,144,000	88,534,000	51		61,979,000	79,358,000	0.65	1.02	10.80	16.60
60	First Alabama Bancshares, Inc., Montgomery (c)	62,634,000	58,235,000	69	+9	62,634,000	58,235,000	1.20	1.24	13.25	13.29
61	Mercantile Bankshares Corp., Baltimore (c)	62,035,000	53,419,000	75	+ 14	62,035,000	53,419,000	1.70	1.60	16.30	15.80
62	Hibernia Corp., New Orleans, La. (c)	61,644,000	53,010,000	76	+ 14	61,644,000	53,010,000	0.99	1.00	16.95	17.13
63	Wilmington Trust Co., Del. (h)	59,423,000	51,847,000	78	+ 15	59,423,000	51,847,000	1.91	1.87	24.36	25.20
64	South Carolina National Corp., Columbia (d)	59,176,000	54,515,000	74	+ 10	59,176,000	51,941,000	1.02	1.05	14.43	14.75
65	City National Corp., Beverly Hills, Calif. (d)	59,111,000	49,312,000	81	+ 16	55,687,000	47,382,000	1.42	1.41	22.70	22.80
66	INB Financial Corp., Indianapolis (c)	59,109,000	55,826,000	73	+7	59,109,000	55,826,000	1.05	1.06	14.23	15.02
67	Commerce Bancshares, Inc., Kansas City, Mo. (c)	59,000,000	49,033,000	82	+ 15	59,000,000	46,130,000	1.09	0.97	15.14	13.24
68	Star Banc Corp., Cincinnati (c)	58,003,000	58,496,000	68		58,003,000	55,430,000	1.02	1.12	12.95	14.08
69	First Hawaiian, Inc., Honolulu (d)	57,435,000	43,339,000	89	+ 20	57,435,000	43,339,000	1.29	1.08	22 15	19.43
70	Banco Popular de Puerto Rico, San Juan	56,170,000	47,142,342	85	+ 15	56,170,000	47,142,342	0.99	0.85	15.87	14.87
71	Central Fidelity Banks Inc., Richmond (c)	54,384,000	49,497,000	80	+9	54,384,000	49,497,000	1.14	1.15	15.04	15.01
72	Harris Bankcorp, Inc., Chicago (c)	52,294,000	90,098,000	49		52,294,000	90,098,000	0.45	0.79	7.31	12.63
73	Bank of New York Co., Inc. (c)	50,742,000	213,033,000	27		50,742,000	213,033,000	0.10	0.83	0.74	15.56
74	First Empire State Corp., Buffalo, N.Y. (c)	50,706,000	44,458,000	86	+ 12	60,161,000	44,458,000	0.69	0.83	10.47	11.80
75	Bank South Corp., Atlanta (c)	48,103,000	43,431,000	88	+ 13	45,903,000	43,431,000	0.98	0.95	15.9C	15.80
76	National Community Banks, Inc., Maywood, N.J. (d)	45,005,000	42,015,000	90	+ 14	45,005,000	42,015,000	1.20	1.25	21.48	23.64
77	Dauphin Deposit Corp., Harrisburg, Pa. (c)	44,385,000	40,673,000	92	+ 15	44,385,000	40,673,000	1.39	1.31	15.88	16.04
78	BB&T Financial Corp., Wilson, N.C. (c)	44,245,000	38,693,000	95	+ 17	44,245,000	38,693,000	0.96	0.95	15.09	14.73
79	First Deposit National Bank, Tilton, N.H. (i)	43,684,000	17,524,000	...		43,684,000	17,524,000	2.89*	1.65	49.80[2]	32.57
80	First Security Corp., Salt Lake City, Utah (c)	43,135,000	33,039,000	106	+ 26	43,135,000	33,039,000	0.80	0.66	10.72	8.73
81	Summit Bancorporation, Summit, N.J. (c)	42,974,000	38,677,000	96	+ 15	42,974,000	38,677,000	1.19	1.18	15.80	15.61
82	Central Bancshares of the South, Inc., Birmingham, Ala. (c)	41,918,000	41,048,000	91	+9	41,918,000	41,048,000	0.98	1.05	14.13	15.12
83	Merchants National Corp., Indianapolis (c)	41,401,000	44,051,000	87	+4	41,401,000	44,051,000	0.80	0.96	11.49	13.69
84	First Florida Banks, Inc., Tampa (c)	39,456,000	48,889,000	83		39,456,000	48,889,000	0.76	0.99	9.80	13.33
85	Riggs National Corp., Washington, D.C. (c)	39,423,000	37,016,000	98	+ 13	39,423,000	37,016,000	0.60	0.59	11.90	11.10
86	First Bancorporation of Ohio, Akron (c)	38,583,000	35,225,000	101	+ 15	38,583,000	36,507,000	1.19	1.31	13.56	14.23
87	United Missouri Bancshares, Inc., Kansas City (c)	37,622,000	34,470,000	104	+ 17	37,622,000	34,470,000	1.09	1.00	12.74	11.64
88	Citizens First Bancorp., Inc., Ridgewood, N.J. (c)	37,190,000	31,451,000	110	+ 22	37,190,000	31,451,000	1.33	1.28	20.52	20.30
89	Integra Financial Corp., Pittsburgh (c)	35,636,000	66,402,000[3]	65[3]		30,378,000	66,402,000[3]	0.54	1.00[3]	6.52	13.00[3]
90	LaSalle National Corp., Chicago (c)	35,143,000	28,429,000	117	+ 27	35,143,000	28,429,000	1.12	1.12	16.65	17.70
91	Valley Capital Corp., Las Vegas, Nev. (c)	34,598,000	27,132,000	121	+ 30	32,630,000	27,132,000	1.36	1.23	21.00	18.52
92	Fourth Financial Corp., Wichita, Kan. (c)	34,418,000	30,585,000	113	+ 21	34,418,000	30,585,000	1.22	1.20	13.74	13.66
93	Sumitomo Bank of California, San Francisco (j)	33,980,000	24,452,000	132	+ 39	33,980,000	24,452,000	0.84*	0.72	16.31*	13.87
94	Valley National Bancorp, Clifton, N.J. (d)	33,896,000	32,271,000	108	+ 14	33,896,000	32,271,000	1.95	2.04	20.47	21.70
95	West One Bancorp, Boise, Idaho (c)	33,605,000	25,464,000	128	+ 33	30,690,000	25,464,000	0.84	0.72	13.06	11.15
96	BanCal Tri-State Corp., San Francisco (d)	33,570,000	19,996,000	146	+ 50	33,570,000	19,996,000	0.53	0.45	11.12	10.70
97	Liberty National Bancorp., Inc., Louisville, Ky. (c)	33,171,000	28,901,000	115	+ 18	33,171,000	28,901,000	1.03	1.00	14.51	14.34
98	Citizens Bancorp, Laurel, Md. (c)	32,908,000	32,459,000	107	+9	32,908,000	32,459,000	1.55	1.73	13.84	15.37
99	Deposit Guaranty Corp., Jackson, Miss. (d)	31,651,000	31,538,000	109	+ 10	30,928,000	28,643,000	0.89	0.92	12.82	13.70
100	Synovus Financial Corp., Columbus, Ga. (c)	31,412,000	26,838,000	123	+ 23	31,026,000	26,838,000	1.50	1.48	18.02	17.55

Sources of data: American Banker questionnaire and banks' yearend earnings releases. Top 100 earners based on net income for banks and bank holding companies. **Net income** is income after taxes and minority interest, but before preferred dividends, extraordinary items, and significant and unusual transactions. The 1988 net income is as reported in 1989 and has not been restated. **Adjusted net income** is net income excluding nonrecurring items such as gains (losses) from sales of buildings, branches, subsidiaries, securities sold to settle loans or debt; proceeds from equity/debt swaps; and venture capital profits (losses). All nonrecurring items are on an after-tax basis, wherever possible. **Please note:** Net income for 1989 and 1988 excludes the extraordinary credit resulting from the utilization of tax loss carryforward, whenever possible. **Profitability ratios** (on a GAAP basis, whenever possible): **(1) Return on assets** is net income, as defined above, divided by average assets. **(2) Return on equity** is the return on average common equity. **(*)**— Calculated by American Banker. **(1)**— This is ROA on a GAAP basis. The ratio reported by the bank was 1.01%. **(2)**— For the nine months ended 9/30/89. **(3)**— Pro forma. **(c)**— A multibank holding company. **(d)**— A one-bank holding company. **(e)**— A subsidiary of Bank of Tokyo Ltd. **(f)**— A credit card bank. It is a subsidiary of Dean Witter Financial Services Group, New York. **(g)**— A credit card bank. It is a subsidiary of American Express Travel Related Services Co., New York. **(h)**— An independently owned bank not controlled by a bank holding company. **(i)**— A credit card bank. It is a subsidiary of the $15 billion-asset Capital Holding Corp., Louisville, Ky., a company providing insurance and other financial services to individuals. **(j)**— A subsidiary of Sumitomo Bank Ltd., Osaka, Japan.

Compiled by American Banker, Copyright 1990.

Top 100 Earners in Banking in 1989

Listed in order of their returns on assets and equity within peer groups

Return on Average Assets (%)

1989 ROA Rank	MONEY CENTERS	1989 ROA%
84	First Chicago Corp.	0.74
86	Mellon Bank Corp., Pittsburgh (a)	0.69
95	Continental Bank Corp., Chicago	0.52
98	Citicorp, New York	0.23
99	Bank of Boston Corp. (a)	0.19
	SUPERREGIONALS	
11	Banc One Corp., Columbus, Ohio	1.42
19	Wells Fargo & Co., San Francisco	1.26
21	Fleet/Norstar Financial Group, Inc., Providence, R.I.	1.25
22	National City Corp., Cleveland	1.24
27	First Wachovia Corp., Winston-Salem, N.C.	1.19
30	SunTrust Banks, Inc., Atlanta	1.16
31	MNC Financial, Inc., Baltimore	1.14
31	Sovran Financial Corp., Norfolk, Va.	1.14
45	Citizens & Southern Corp., Atlanta	1.07
45	NBD Bancorp., Inc., Detroit	1.07
48	Norwest Corp., Minneapolis	1.06
63	Midlantic Corp., Edison, N.J.	0.97
67	Barnett Banks, Inc., Jacksonville, Fla.	0.94
70	PNC Financial Corp, Pittsburgh	0.90
70	Security Pacific Corp., Los Angeles	0.90
75	BankAmerica Corp., San Francisco	0.85
76	First Union Corp., Charlotte, N.C.	0.84
84	NCNB Corp., Charlotte, N.C.	0.74
92	First Fidelity Bancorp., Lawrenceville, N.J.	0.55
100	Bank of New York Co., Inc.	0.10
	ASSETS BETWEEN $10 BILLION & $20 BILLION	
5	Michigan National Corp., Farmington Hills	1.69
23	CoreStates Financial Corp., Philadelphia	1.22
37	Society Corp., Cleveland	1.11
39	Ameritrust Corp., Cleveland	1.10
42	Manufacturers National Corp., Detroit	1.08
42	Northern Trust Corp., Chicago	1.08
42	Signet Banking Corp., Richmond	1.08
49	UJB Financial Corp., Princeton, N.J.	1.05
53	Dominion Bankshares Corp., Roanoke, Va.	1.02
53	Huntington Bancshares, Inc., Columbus, Ohio	1.02
57	First of America Bank Corp., Kalamazoo, Mich.	1.00
57	U.S. Bancorp., Portland, Ore.	1.00
63	Crestar Financial Corp., Richmond	0.97
66	Union Bank, San Francisco	0.95
68	KeyCorp, Albany, N.Y.	0.93
69	Boatmen's Bancshares, Inc., St. Louis, Mo.	0.91
72	Meridian Bancorp., Inc., Reading, Pa.	0.89
74	First City Bancorporation of Texas, Inc., Houston	0.88
86	Comerica, Inc., Detroit	0.69
90	First American Bankshares, Inc., Washington, D.C.	0.61
96	Southeast Banking Corp., Miami	0.51
97	Harris Bankcorp, Inc., Chicago	0.45
	ASSETS BETWEEN $5 BILLION & $10 BILLION	
6	Fifth Third Bancorp, Cincinnati	1.62
10	Greenwood Trust Co., New Castle, Del.	1.44
13	First Virginia Banks, Inc., Falls Church	1.39
17	First Hawaiian, Inc., Honolulu	1.29
17	State Street Boston Corp.	1.29
19	Marshall & Ilsley Corp., Milwaukee, Wis.	1.26
25	First Alabama Bancshares, Inc., Montgomery	1.20
31	Bancorp Hawaii, Inc., Honolulu	1.14
31	Central Fidelity Banks Inc., Richmond	1.14
35	First Maryland Bancorp., Baltimore	1.12
37	Firstar Corp., Milwaukee	1.11
40	Commerce Bancshares, Inc., Kansas City, Mo.	1.09
45	Old Kent Financial Corp., Grands Rapids, Mich.	1.07
49	INB Financial Corp., Indianapolis	1.05
51	SouthTrust Corp., Birmingham, Ala.	1.03
53	South Carolina National Corp., Columbia	1.02
53	Star Banc Corp., Cincinnati	1.02
59	Hibernia Corp., New Orleans, La.	0.99
59	Banco Popular de Puerto Rico, San Juan	0.99
61	Bank South Corp., Atlanta	0.98
79	First Security Corp., Salt Lake City, Utah	0.80
79	Merchants National Corp., Indianapolis	0.80
81	American Express Centurion Bank, Newark, Del	0.78
82	AmSouth Bancorporation, Birmingham, Ala.	0.76
82	First Florida Banks, Inc., Tampa	0.76
86	First Empire State Corp., Buffalo, N.Y.	0.69
89	BayBanks, Inc., Boston	0.65
91	Riggs National Corp., Washington, D.C.	0.60
93	Integra Financial Corp., Pittsburgh	0.54
94	BanCal Tri-State Corp., San Francisco	0.53
	ASSETS LESS THAN $5 BILLION	
1	First Deposit National Bank, Tilton, N.H.	2.89
2	Valley National Bancorp, Clifton, N.J.	1.95
3	Wilmington Trust Co., Del.	1.91
4	Mercantile Bankshares Corp., Baltimore	1.70
6	Canadian Imperial Holdings, Inc.,New York	1.62
8	Citizens Bancorp, Laurel, Md.	1.55
9	Synovus Financial Corp., Columbus, Ga.	1.50
11	City National Corp., Beverly Hills	1.42
13	Dauphin Deposit Corp., Harrisburg, Pa.	1.39
15	Valley Capital Corp., Las Vegas, Nev.	1.36
16	Citizens First Bancorp., Inc., Ridgewood, N.J.	1.33
23	Fourth Financial Corp., Wichita, Kan.	1.22
25	National Community Banks, Inc., Maywood, N.J.	1.20
27	First Bancorporation of Ohio, Akron	1.19
27	Summit Bancorporation, Summit, N.J.	1.19
35	LaSalle National Corp., Chicago	1.12
40	United Missouri Bancshares, Inc., Kansas City	1.09
51	Liberty National Bancorp., Inc., Louisville, Ky.	1.03
61	Central Bancshares of the South, Inc., Birmingham	0.98
65	BB&T Financial Corp., Wilson, N.C.	0.96
72	Deposit Guaranty Corp., Jackson, Miss.	0.89
76	Sumitomo Bank of California, San Francisco	0.84
76	West One Bancorp, Boise, Idaho	0.84

Return on Average Equity (%)

1989 ROE Rank	MONEY CENTERS	1989 ROE%
52	First Chicago Corp.	15.52
69	Mellon Bank Corp., Pittsburgh (a)	14.09
94	Continental Bank Corp., Chicago	8.62
98	Citicorp, New York	4.25
99	Bank of Boston Corp. (a)	3.91
	SUPERREGIONALS	
3	Wells Fargo & Co., San Francisco	24.49
13	NCNB Corp., Charlotte, N.C.	20.45
14	Norwest Corp., Minneapolis	19.62
15	Security Pacific Corp., Los Angeles	18.78
17	National City Corp., Cleveland	18.62
20	MNC Financial, Inc., Baltimore	17.72
21	Sovran Financial Corp., Norfolk, Va.	17.71
22	Fleet/Norstar Financial Group, Inc., Providence, R.I.	17.70
23	Citizens & Southern Corp., Atlanta	17.60
26	BankAmerica Corp., San Francisco	17.17
29	SunTrust Banks, Inc., Atlanta	16.88
30	Banc One Corp., Columbus, Ohio	16.79
35	First Wachovia Corp., Winston-Salem, N.C.	16.48
39	NBD Bancorp., Inc., Detroit	16.19
43	Barnett Banks, Inc., Jacksonville, Fla.	15.99
66	Midlantic Corp., Edison, N.J.	14.36
72	PNC Financial Corp, Pittsburgh	13.60
79	First Union Corp., Charlotte, N.C.	12.77
91	First Fidelity Bancorp., Lawrenceville, N.J.	10.31
100	Bank of New York Co., Inc.	0.74
	ASSETS BETWEEN $10 BILLION & $20 BILLION	
2	Michigan National Corp., Farmington Hills	29.08
6	Northern Trust Corp., Chicago	23.79
24	Manufacturers National Corp., Detroit	17.45
25	First City Bancorporation of Texas, Inc., Houston	17.19
27	Signet Banking Corp., Richmond	17.12
31	CoreStates Financial Corp., Philadelphia	16.78
40	Ameritrust Corp., Cleveland	16.10
44	Dominion Bankshares Corp., Roanoke, Va.	15.90
48	Huntington Bancshares, Inc., Columbus, Ohio	15.81
50	Union Bank, San Francisco	15.78
53	Society Corp., Cleveland	15.49
57	U.S. Bancorp., Portland, Ore.	15.13
59	Crestar Financial Corp., Richmond	15.06
61	KeyCorp, Albany, N.Y.	14.55
62	UJB Financial Corp., Princeton, N.J.	14.52
65	First of America Bank Corp., Kalamazoo, Mich.	14.41
74	Meridian Bancorp., Inc., Reading, Pa.	13.45
75	Boatmen's Bancshares, Inc., St. Louis	12.18
84	Comerica, Inc., Detroit	11.74
92	Southeast Banking Corp., Miami	10.11
95	First American Bankshares, Inc., Washington, D.C.	8.40
96	Harris Bankcorp, Inc., Chicago	7.31
	ASSETS BETWEEN $5 BILLION & $10 BILLION	
5	Greenwood Trust Co., New Castle, Del.	23.83
8	First Hawaiian, Inc., Honolulu	22.15
16	State Street Boston Corp.	18.70
19	Bancorp Hawaii, Inc., Honolulu	17.95
28	Hibernia Corp., New Orleans, La.	16.95
33	Firstar Corp., Milwaukee	16.62
34	Fifth Third Bancorp, Cincinnati	16.50
36	First Maryland Bancorp., Baltimore	16.38
40	American Express Centurion Bank, Newark, Del.	16.10
42	Marshall & Ilsley Corp., Milwaukee, Wis.	16.02
44	Bank South Corp., Atlanta	15.90
47	Banco Popular de Puerto Rico, San Juan	15.87
51	First Virginia Banks, Inc., Falls Church	15.55
54	SouthTrust Corp., Birmingham, Ala.	15.44
55	Old Kent Financial Corp., Grands Rapids, Mich.	15.29
56	Commerce Bancshares, Inc., Kansas City, Mo.	15.14
60	Central Fidelity Banks Inc., Richmond	15.04
64	South Carolina National Corp., Columbia	14.43
67	INB Financial Corp., Indianapolis	14.23
75	First Alabama Bancshares, Inc., Montgomery	13.25
77	Star Banc Corp., Cincinnati	12.95
83	Riggs National Corp., Washington, D.C.	11.90
85	AmSouth Bancorp., Birmingham, Ala.	11.49
85	Merchants National Corp., Indianapolis	11.49
87	BanCal Tri-State Corp., San Francisco	11.12
88	BayBanks, Inc., Boston	10.80
89	First Security Corp., Salt Lake City, Utah	10.72
90	First Empire State Corp., Buffalo, N.Y.	10.47
93	First Florida Banks, Inc., Tampa	9.80
97	Integra Financial Corp., Pittsburgh	6.52
	ASSETS LESS THAN $5 BILLION	
1	First Deposit National Bank, Tilton, N.H.	49.80
4	Wilmington Trust Co., Del.	24.36
7	City National Corp., Beverly Hills,	22.70
9	National Community Banks, Inc., Maywood, N.J.	21.48
10	Valley Capital Corp., Las Vegas, Nev.	21.00
11	Citizens First Bancorp., Inc., Ridgewood, N.J.	20.52
12	Valley National Bancorp, Clifton, N.J.	20.47
18	Synovus Financial Corp., Columbus, Ga.	18.02
32	LaSalle National Corp., Chicago	16.65
37	Sumitomo Bank of California, San Francisco	16.31
38	Mercantile Bankshares Corp., Baltimore	16.30
46	Dauphin Deposit Corp., Harrisburg, Pa.	15.88
49	Summit Bancorporation, Summit, N.J.	15.80
58	BB&T Financial Corp., Wilson, N.C.	15.09
63	Liberty National Bancorp., Inc., Louisville, Ky.	14.51
68	Central Bancshares of the South, Inc., Birmingham	14.13
70	Citizens Bancorp, Laurel, Md.	13.84
71	Fourth Financial Corp., Wichita, Kan.	13.74
73	First Bancorporation of Ohio, Akron	13.56
76	West One Bancorp, Boise, Idaho	13.06
78	Deposit Guaranty Corp., Jackson, Miss.	12.82
80	United Missouri Bancshares, Inc., Kansas City	12.74
81	Canadian Imperial Holdings, Inc., New York	12.65

1989 ROA and ROE Ranks: banks' ranks among the top 100 earners in 1989. Banks with the same ROA or ROE receive the same rank and are listed in alphabetical order within peer groups. (a)— Classified as a money center firm for performance studies only. Otherwise it is classified as superregional.

Compiled by American Banker, copyright 1990.

Top 100 Banking Companies Focused on Limiting Job Growth in 1989

Continued from *page* 11

• These banks also had $1.6 trillion in deposits, up 7.1% from $1.5 trillion on Dec. 31, 1988.

• The top 100 holding companies controlled 1,086 domestic banks at yearend, down 8.6% from the level a year before. However, the domestic branches controlled by the top 100 rose 4.7% last year to 25,532.

• The top 100 earners in banking – among banks and bank holding companies – had combined net income of $13.3 billion in 1989, down 28.6% from $18.6 billion a year earlier.

• A breakdown of the top 100 earners by asset size indicated that small institutions – banks with assets less than $5 billion – had a better year than their larger counterparts. Twenty-three banks with assets under $5 billion ranked among the top 100 earners last year, compared with 16 in 1988.

• Only five money-center banks were in the top 100 in last year, down from 10 in 1988. Also, the top 100 earners of 1989 included 20 superregional banks, down one since the year before; 22 large regional banks (assets between $10 and $20 billion), also down since 1988; and 30 smaller regionals (banks with assets between $5 billion and $10 billion), down two.

A breakdown of the top 100 earners by asset size indicated that small institutions – banks with assets less than $5 billion – had a better year than their larger counterparts.

• Among the top 100 earners, Mellon Bank Corp., Pittsburgh, had the largest percentage gain in net income, 378%. Mellon ranked 23d in net income in 1989 with $181 million, compared with a net loss of $65 million in 1988, the sixth-largest loss in banking that year.

• The three largest losses in the banking industry last year were sustained by J.P. Morgan & Co., New York,which lost $1.28 billion; Bank of New England Corp., Boston, which lost $1.13 billion, and Bankers Trust New York Corp., which lost lost $980 million.

• Of the 20 largest losses in banking last year, five were incurred by New York-based money center banks; five by New England-based institutions; four by banks in the southwest; two each by banks in the west and in the mid-Atlantic states; and one each for banks in the South and Midwest. □

Debit Card Suit May Be Settled

By YVETTE D. KANTROW

NEW YORK – MasterCard International and Visa U.S.A. have been given until June 1 to respond to an settlement offer in the antitrust suit filed against them last July by 13 state attorneys general.

The bank card associations were scheduled to appear Monday in U.S. District Court for the Southern District of New York to discuss abandoning their national debit card project – known as Entree – as part of a proposed settlement. But late Friday, they were given more time to discuss the terms.

The suit accuses MasterCard and Visa of hindering the development of debit cards to preserve the profitability of credit cards. It seeks to kill Entree and to force MasterCard and Visa to divest their interests in two prominent automated teller machine networks.

The attorneys general presented their original settlement offer in late September. It would allow the associations to keep their ATM interests if they agree to scrap Entree. The card associations initially had until November to respond and have since been granted several extensions. □

Lomas to Buy Servicing Rights

NEW YORK — Lomas Financial Corp. said its mortgage banking unit had agreed to buy a $3.5 billion mortgage-servicing portfolio and some other assets from Bright Mortgage Co., a Dallas concern under control of the government's Resolution Trust Corp.

The deal will increase the servicing portfolio of Lomas Mortgage USA by 17%, to $24.5 billion. Terms were not immediately available.

Jess Hay, chairman and chief executive officer of Dallas-based Lomas Financial, said, "Strategically the Bright portfolio acquisition is an important step toward the continued enhancement and growth of our core business, mortgage servicing."□

Have an Important Legal Notice?
Call Gail Edwards at 212/943-5716

Washington Bancorp Posts Loss in Quarter

WASHINGTON — Washington Bancorp reported a first-quarter loss of $5.7 million, compared with a profit of $3.6 million a year earlier.

The $2 billion-asset bank holding company operates in Washington, Northern Virginia, and Maryland.

It also announced that WBC Acquisition Corp., which agreed to acquire the company early in March at $19.20 a share, no longer believes that the agreed upon price is appropriate in light of the company's first-quarter results. It said talks with WBC are continuing. □

Boston Bank Is Set To Sell Subsidiary

BOSTON — Bank of New England Corp. said it signed a definitive agreement to sell its New England Commercial Finance Corp. subsidiary to National Bank of Canada.

Included in deal was about $665 million in assets that were sold a premium. The transaction is subject to regulatory approval, and is expected to close by the end of April. □

To Place a Classified Advertisement
Call 212/943-5824 or 800/221-1910

March 1990

Irwin Union Corporation
Columbus, Indiana

has acquired

Affiliated Capital Corporation
Northbrook, Illinois

The undersigned initiated this transaction, acted as financial advisor to Affiliated Capital Corporation and assisted in the negotiations leading to the completion of this transaction.

THE CHICAGO CORPORATION

"*MEET THE COMPETITIVE CHALLENGE*"

Increase your ESCROW deposits and fee income from:

**ATTORNEY ACCOUNTS
REAL ESTATE BROKERS
RENT SECURITIES...**

With our ESCROW DEPOSIT ACCOUNTING system, you provide:

- **A new product offering tied to existing money market accounts**
- **One Checkbook Convenience**
- **1099 Control**
- **Easy Product to use**

***For More information contact: (201) 802-1111 Fax: (201) 802-1255
LBK Computer Associates, Inc. 50 Park Place Newark, NJ 07102***

The Shareholders and Associates of
Baskin Flaherty Elliott & Mannino, P.C.
Congratulate

Edward F. Mannino

on being named by *The National Law Journal*
as one of the "Nation's Top Litigators."

Specifically cited for his "enviable record
in corporate defense and lender liability
litigation," he was also identified as
"one of the preeminent attorneys in litigation
developing from bank and thrift failures
during the past several years."

Since only 10 lawyers in the country were
identified by *The National Law Journal* as "continual winners,"
we take special pride in saluting our
friend and colleague
Edward F. Mannino.

BASKIN
FLAHERTY
ELLIOTT &
MANNINO P.C.

1800 One Meridian Plaza • Philadelphia, PA 19102 • 215-977-7400
One Mellon Bank Center • Pittsburgh, PA 15219 • 412-562-8600
700 The Payne-Shoemaker Building • 240 North 3rd Street • Harrisburg, PA 17101 • 717-232-9200
Suite 120, Woodland Falls Corporate Park • 220 Lake Drive East • Cherry Hill, NJ 08002 • 609-667-0400

BANK HOLDING COMPANIES

Top 100 Bank Holding Companies in Primary Capital

As of Dec. 31, 1989, compared with Dec. 31, 1988

Primary Capital Rank 12/89		Primary Capital 12/31/89	Primary Capital 12/31/88	1988 Rank	Gain in Rank	Ratio: Primary Capital to Total Assets (%) 1989	1988	Total Capital Funds 12/31/89	Total Capital Funds 12/31/88	Total Assets 12/31/89	Total Assets 12/31/88
1	Citicorp, New York	18,109,000,000	17,386,000,000	1		7.85	8.37	25,146,000,000	24,498,000,000	230,643,000,000	207,666,000,000
2	J.P. Morgan & Co., Inc., New York	9,781,230,000	7,832,000,000	4	+2	10.99	9.33	8,693,967,000	10,029,000,000	88,963,715,000	83,923,000,000
3	BankAmerica Corp., San Francisco	9,614,000,000	8,916,000,000	2		9.73	9.42	11,307,000,000	10,216,000,000	98,764,000,000	94,647,000,000
4	Chase Manhattan Corp., New York	8,928,000,000	8,674,993,000	3		8.32	8.90	11,958,000,000	11,427,881,000	107,369,000,000	97,455,090,000
5	Manufacturers Hanover Corp., New York	6,695,000,000	6,351,000,000	6	+1	11.07	9.52	8,169,000,000	9,500,000,000	60,479,000,000	66,710,000,000
6	Chemical Banking Corp., New York	6,663,000,000	6,713,500,000	5		9.32	9.97	8,574,000,000	8,160,900,000	71,513,000,000	67,349,000,000
7	Security Pacific Corp., Los Angeles	6,302,000,000	5,575,000,000	7		7.51	7.16	8,080,000,000	7,265,000,000	83,943,000,000	77,870,000,000
8	Bankers Trust New York Corp.	5,320,575,000	5,494,913,000	8		9.56	9.48	6,345,762,000	6,372,002,000	55,658,446,000	57,942,341,000
9	Bank of New York Co., Inc.	4,296,296,000	4,240,790,000	9		8.79	8.95	4,767,820,000	4,807,340,000	48,856,471,000	47,388,101,000
10	First Chicago Corp.	4,198,000,000	4,084,896,000	10		8.76	9.19	5,173,000,000	4,793,921,000	47,907,000,000	44,431,622,000
11	First Interstate Bancorp., Los Angeles	4,106,727,000	3,775,839,000	12	+1	6.95	6.49	5,172,034,000	4,892,573,000	59,051,407,000	58,193,875,000
12	Wells Fargo & Co., San Francisco	4,053,400,000	3,814,700,000	11		8.32	8.18	5,844,100,000	5,726,500,000	48,736,600,000	46,616,500,000
13	NCNB Corp., Charlotte, N.C.	3,517,979,000	2,277,093,000	21	+8	5.31	7.63	4,790,663,000	2,616,463,000	66,190,763,000	29,848,389,000
14	PNC Financial Corp, Pittsburgh	3,500,482,000	3,096,832,000	13		7.67	7.59	3,810,590,000	3,417,163,000	45,660,744,000	40,811,114,000
15	Bank of Boston Corp.	3,217,517,000	3,016,911,000	14		8.21	8.37	4,069,029,000	3,929,062,000	39,177,911,000	36,060,606,000
16	Fleet/Norstar Financial Group, Inc., Providence, R.I.	2,784,001,000	2,537,150,000	17	+1	8.33	8.73	3,334,768,000	3,095,760,000	33,440,789,000	29,052,205,000
17	Marine Midland Banks, Inc., Buffalo, N.Y.	2,555,695,000	2,536,165,000	18	+1	9.44	9.77	2,979,824,000	3,008,762,000	27,066,546,000	25,964,103,000
18	Banc One Corp., Columbus, Ohio	2,530,237,000	2,278,223,000	20	+2	9.53	9.01	2,826,066,000	2,426,211,000	26,552,237,000	25,277,654,000
19	First Union Corp., Charlotte, N.C.	2,525,304,000	2,364,665,000	19		7.86	8.16	3,173,339,000	2,767,361,000	32,130,558,000	28,977,609,000
20	Mellon Bank Corp., Pittsburgh	2,494,000,000	2,570,000,000	16		7.93	8.25	2,858,000,000	3,092,000,000	31,467,000,000	31,153,000,000
21	SunTrust Banks, Inc., Atlanta	2,431,254,000	2,181,875,000	23	+2	7.83	7.48	2,877,742,000	2,632,700,000	31,043,627,000	29,177,124,000
22	Shawmut National Corp., Hartford, Conn.	2,310,000,000	2,158,000,000	24	+2	8.29	7.59	2,822,680,000	2,679,973,000	27,855,000,000	28,413,805,000
23	Barnett Banks, Inc., Jacksonville, Fla.	2,292,406,000	2,030,220,000	26	+3	7.90	7.88	2,304,368,000	2,045,293,000	29,006,690,000	25,748,422,000
24	National Westminster Bancorp, Inc., New York	2,270,351,000	1,921,548,000	27	+3	10.43	10.11	2,310,096,000	1,952,146,000	21,772,979,000	19,013,398,000
25	Bank of New England Corp., Boston	2,228,979,000	2,215,852,000	22		7.49	6.88	2,698,502,000	2,436,637,000	29,772,719,000	32,200,427,000
26	First Fidelity Bancorp. Lawrenceville, N.J.	2,161,806,000	2,085,118,000	25		7.04	7.00	2,637,997,000	2,418,061,000	30,727,815,000	29,776,982,000
27	Midlantic Corp., Edison, N.J.	2,105,675,000	1,692,930,000	34	+7	8.90	8.59	2,353,738,000	1,843,648,000	23,665,536,000	19,697,403,000
28	Sovran Financial Corp., Norfolk, Va.	1,957,650,000	1,756,455,000	32	+4	7.69	7.81	2,145,516,000	1,944,530,000	25,442,264,000	22,483,786,000
29	Continental Bank Corp., Chicago	1,937,000,000	2,605,000,000	15		6.56	8.52	2,787,000,000	3,237,000,000	29,549,000,000	30,578,000,000
30	First Wachovia Corp., Winston-Salem, N.C.	1,933,403,000	1,743,658,000	33	+3	8.04	7.99	2,064,216,000	1,877,059,000	24,049,523,000	21,815,224,000
31	NBD Bancorp., Inc., Detroit	1,909,525,000	1,842,207,000	28		7.41	7.62	2,127,614,000	2,107,591,000	25,771,284,000	24,176,190,000
32	Norwest Corp., Minneapolis	1,836,000,000	1,816,700,000	29		7.54	8.35	2,968,500,000	2,979,000,000	24,334,700,000	21,750,400,000
33	Republic New York Corp.	1,812,793,000	1,756,768,000	31		7.12	7.16	2,741,576,000	2,413,301,000	25,466,993,000	24,519,017,000
34	National City Corp., Cleveland	1,772,804,000	1,587,902,000	37	+3	7.72	7.34	2,002,012,000	1,837,429,000	22,971,688,000	21,623,379,000
35	Citizens & Southern Corp., Atlanta	1,715,696,000	1,664,836,000	36	+1	7.36	7.89	2,029,606,000	1,963,950,000	23,312,787,000	21,097,528,000
36	MNC Financial, Inc., Baltimore	1,680,061,000	1,761,629,000	30		8.27	9.78	1,712,884,000	1,813,172,000	20,316,349,000	18,015,220,000
37	First Bank System, Inc., Minneapolis	1,638,792,000	1,666,882,000	35		7.87	6.87	1,932,887,000	2,192,535,000	20,820,243,000	24,247,706,000
38	CoreStates Financial Corp., Philadelphia	1,593,082,000	1,437,859,000	38		9.46	8.75	2,008,774,000	1,864,023,000	16,848,649,000	16,430,853,000
39	U.S. Bancorp., Portland, Ore.	1,282,300,000	1,145,054,000	41	+2	7.55	7.96	1,498,000,000	1,370,524,000	16,975,400,000	14,383,402,000
40	Boatmen's Bancshares, Inc., St. Louis, Mo.	1,224,905,000	1,192,810,000	39		8.42	8.13	1,438,035,000	1,403,075,000	14,542,400,000	14,675,758,000
41	KeyCorp, Albany, N.Y.	1,216,667,000	1,161,935,000	40		7.87	7.93	1,291,923,000	1,234,987,000	15,461,365,000	14,645,692,000
42	Southeast Banking Corp., Miami	1,203,200,000	1,107,800,000	43	+1	7.28	7.09	1,435,800,000	1,204,200,000	16,525,300,000	15,623,000,000
43	First of America Bank Corp., Kalamazoo, Mich.	1,053,419,000	815,631,000	51	+8	8.23	8.35	1,131,616,000	901,129,000	12,792,682,000	9,769,359,000
44	Comerica, Inc., Detroit	1,011,667,000	904,126,000	45	+1	8.33	8.11	1,122,914,000	1,057,194,000	12,149,495,000	11,145,452,000
45	UJB Financial Corp., Princeton, N.J.	974,666,000	907,812,000	44		8.01	8.34	1,038,566,000	973,955,000	12,172,290,000	10,887,871,000
46	Michigan National Corp., Farmington Hills	940,151,000	754,059,000	56	+ 10	8.19	6.67	942,151,000	757,009,000	11,479,973,000	11,305,713,000
47	Harris Bankcorp, Inc., Chicago	938,605,000	866,400,000	46		7.59	7.68	1,039,376,000	N.A.	12,374,355,000	11,276,000,000
48	First American Bankshares, Inc., Washington, D.C.	924,937,000	813,597,000	52	+4	8.05	7.65	927,617,000	913,488,000	11,489,707,000	10,639,745,000
49	First City Bancorporation of Texas, Inc., Houston	920,862,000	808,693,000	53	+4	6.54	6.63	954,773,000	857,125,000	14,080,966,000	12,195,486,000
50	Meridian Bancorp., Inc., Reading, Pa.	877,045,000	825,354,000	50		7.35	8.67	890,082,000	839,439,000	11,925,145,000	9,522,981,000
51	Signet Banking Corp., Richmond	873,983,000	842,300,000	47		7.01	7.66	1,107,064,000	971,489,000	12,476,092,000	11,001,598,000
52	Crestar Financial Corp., Richmond	843,500,000	837,801,000	49		7.42	8.05	928,055,000	887,703,000	11,360,817,000	10,408,288,000
53	Society Corp., Cleveland	835,004,000	767,925,000	55	+2	7.66	7.67	955,513,000	943,091,000	10,903,327,000	10,009,572,000
54	Ameritrust Corp., Cleveland	827,853,000	839,000,000	48		7.37	7.81	1,099,109,000	1,040,000,000	11,233,140,000	10,738,297,000
55	Huntington Bancshares, Inc., Columbus, Ohio	805,888,000	637,503,000	62	+7	6.90	6.71	551,347,000	786,652,000	11,679,762,000	9,506,004,000
56	Dominion Bankshares Corp., Roanoke, Va.	799,124,000	748,497,000	57	+1	7.90	8.13	835,304,000	777,769,000	10,119,695,000	9,204,026,000
57	Manufacturers National Corp., Detroit	789,483,000	714,552,000	58	+1	7.66	7.67	845,753,000	765,707,000	10,304,507,000	9,310,864,000
58	Fifth Third Bancorp, Cincinnati	779,217,000	567,185,000	69	+ 11	10.91	10.81	779,217,000	567,185,000	7,142,972,000	5,245,803,000
59	AmSouth Bancorporation, Birmingham, Ala.	748,113,000	703,781,384	59		8.73	8.47	753,147,000	706,274,163	8,565,389,000	8,312,589,000
60	Valley National Corp., Phoenix, Ariz.	743,799,000	796,356,000	54		7.07	6.77	885,455,000	994,856,000	10,519,481,000	11,765,677,000
61	Northern Trust Corp., Chicago	741,000,000	673,300,000	60		6.77	6.80	976,000,000	848,300,000	10,937,679,000	9,903,900,000
62	Firstar Corp., Milwaukee	678,721,000	593,085,000	66	+4	7.88	7.56	840,966,000	756,498,000	8,607,873,000	7,841,938,000
63	Old Kent Financial Corp., Grands Rapids, Mich.	664,871,000	598,141,000	65	+2	8.18	7.62	750,457,000	644,576,000	8,127,210,000	7,854,091,000
64	First Maryland Bancorp., Baltimore	662,634,000	569,700,000	67	+3	9.22	9.08	805,938,000	703,997,000	7,186,938,000	6,274,422,000
65	BayBanks, Inc., Boston	658,928,000	618,843,000	63		6.65	6.52	710,348,000	670,263,000	9,913,271,000	9,496,465,000
66	Marshall & Ilsley Corp., Milwaukee, Wis.	654,809,000	601,400,000	64		9.16	8.88	720,848,000	667,985,000	7,150,841,000	6,774,907,000
67	State Street Boston Corp.	647,481,000	555,588,000	70	+3	6.49	6.64	734,274,000	650,543,000	9,983,021,000	8,371,952,000
68	SouthTrust Corp., Birmingham, Ala.	622,991,000	567,872,000	68		8.02	8.55	711,554,000	644,786,000	7,763,166,000	6,645,325,000
69	Florida National Banks of Florida, Inc., Jacksonville	615,149,000	661,882,000	61		7.80	8.46	631,816,000	661,882,000	7,882,734,000	7,827,711,000
70	BanCal Tri-State Corp., San Francisco	610,573,000	491,941,000	77	+7	7.74	7.14	1,020,573,000	507,941,000	7,888,103,000	6,887,827,000
71	Integra Financial Corp., Pittsburgh	604,990,000	585,959,000[1]	67[1]		8.94	0.00	646,865,000	652,042,000	6,767,642,000	6,926,583,000[1]
72	Canadian Imperial Holdings, Inc., New York	584,584,000	511,107,000	74	+2	14.67	13.37	609,584,000	536,107,000	3,984,809,000	3,821,947,000
73	Bancorp Hawaii, Inc., Honolulu	567,149,000	473,662,000	81	+8	6.82	7.14	567,149,000	485,009,000	8,317,114,000	6,634,705,000
74	First American Corp., Nashville, Tenn.	551,297,000	533,247,000	71		7.81	7.40	566,390,000	548,340,000	7,058,327,000	7,203,961,000
75	Mercantile Bancorporation Inc., St. Louis, Mo.	528,359,000	514,843,000	73		7.61	7.97	620,009,000	606,014,000	6,942,171,000	6,459,234,000
76	First Alabama Bancshares, Inc., Montgomery	526,577,000	490,685,000	78	+2	9.49	9.48	537,307,000	502,692,000	5,549,612,000	5,173,609,000
77	Star Banc Corp., Cincinnati	519,922,000	481,536,000	79	+2	8.74	8.51	519,922,000	501,536,000	5,949,401,000	5,656,631,000
78	First Tennessee National Corp., Memphis	515,549,000	493,265,000	76		8.06	8.26	568,365,000	549,220,000	6,397,532,000	5,972,034,000
79	United Banks of Colorado, Inc., Denver	499,923,000	499,533,000	75		8.22	8.60	539,923,000	539,533,000	6,080,435,000	5,811,572,000
80	First Virginia Banks, Inc., Falls Church	495,504,000	452,338,000	83	+3	9.67	9.43	495,504,000	452,338,000	5,123,964,000	4,795,799,000
81	INB Financial Corp., Indianapolis	493,184,000	447,069,000	84	+3	8.20	7.54	543,287,000	497,184,000	6,014,672,000	5,927,182,000
82	First Pennsylvania Corp., Philadelphia	491,500,000	532,790,000	72		7.44	8.32	556,518,000	597,808,000	6,606,669,000	6,406,666,000
83	South Carolina National Corp., Columbia	490,358,000	438,522,000	88	+5	7.89	7.75	537,558,000	487,022,000	6,215,569,000	5,655,183,000
84	First Security Corp., Salt Lake City, Utah	480,044,000	443,555,000	85	+1	8.28	8.60	617,664,000	586,797,000	5,794,767,000	5,158,976,000
85	Riggs National Corp., Washington, D.C.	478,029,000	464,393,000	82		6.52	6.63	675,579,000	576,639,000	7,337,187,000	7,001,910,000
86	First Empire State Corp., Buffalo, N.Y.	464,387,000	441,073,000	86		7.45	7.47	473,375,000	450,161,000	6,233,799,000	5,908,060,000
87	Hibernia Corp., New Orleans, La.	460,290,000	404,540,000	91	+4	6.87	6.93	469,430,000	415,969,000	6,698,851,000	5,834,258,000
88	European American Bancorp, New York	459,784,000	481,508,000	80		7.98	8.15	734,784,000	N.A.	5,763,813,000	5,909,084,000
89	First Florida Banks, Inc., Tampa	456,983,000	428,252,000	90	+1	8.21	8.35	457,647,000	431,609,000	5,564,600,000	5,131,537,000
90	Commerce Bancshares, Inc., Kansas City, Mo.	456,764,000	429,470,000	89		7.84	7.89	457,514,000	430,220,000	5,829,150,000	5,443,959,000
91	Mercantile Bankshares Corp., Baltimore	448,609,000	394,426,000	93	+2	11.16	10.83	458,609,000	404,426,000	4,018,019,000	3,642,460,000
92	Bank South Corp., Atlanta	422,173,000	384,876,000	94	+2	8.22	7.88	432,853,000	395,941,000	5,136,197,000	4,881,210,000
93	Merchants National Corp., Indianapolis	415,126,000	402,383,000	92		7.44	7.66	486,971,000	407,873,000	5,576,601,000	5,255,673,000
94	Central Fidelity Banks Inc., Richmond	413,649,000	375,060,000	95	+1	7.75	7.93	427,649,000	397,060,000	5,335,200,000	4,731,374,000
95	LaSalle National Corp., Chicago	407,031,000	260,106,000	117	+ 22	11.87	8.18	417,631,000	271,106,000	3,430,510,000	3,181,541,000
96	BB&T Financial Corp., Wilson, N.C.	365,715,000	335,513,000	99	+3	7.61	7.67	432,909,000	396,718,000	4,807,836,000	4,376,600,000
97	United Missouri Bancshares, Inc., Kansas City	343,181,000	335,692,000	98	+1	8.50	9.04	368,283,000	360,799,000	4,038,057,000	3,713,688,000
98	Citizens Financial Group, Inc., Providence, R.I.	342,460,000	334,363,000	100	+2	10.90	10.82	342,460,000	334,363,000	3,140,711,000	3,091,579,000
99	Central Bcshs of the South, Inc., Birmingham, Ala.	338,553,000	312,094,000	101	+2	7.49	7.60	341,353,000	315,794,000	4,518,743,000	4,108,909,000
100	Trustcorp., Inc., Toledo, Ohio	337,158,000	438,612,000	87		6.33	7.35	339,858,000	488,612,000	5,327,295,000	5,969,103,000

Sources of data: American Banker questionnaire and banks' midyear earnings releases. **Primary capital** is the sum of total shareholders' equity, mandatory convertible debt, allowance for possible loan and lease losses, and minority interest in equity accounts of consolidated subsidiaries. **Total capital** is primary capital plus secondary capital. **Secondary capital** is limited-life preferred stock plus qualifying debt. **The primary capital ratio** is calculated by dividing primary capital on Dec. 31 by total assets on Dec. 31, expressed as a percentage. **Note:** The American Banker ratio is not calculated in the same manner as the Federal Reserve Board ratio. The American Banker does not add back the allowance for possible loan and lease losses to total assets, as the Fed does. For most of the firms listed, the American Banker ratio will be from 5-to-20 basis points higher than the Fed ratio, depending on the size of the bank's allowance for possible loan and lease losses. The ratios, calculated on a regulatory basis, will appear in a study on Tier 1 and Tier 2 capital, which is scheduled for publication on April 19. (1)—Pro forma. N.A.— Not available.

Compiled by American Banker, Copyright 1990.

SEC
C01757
NEWSPAPER 155389000015 2/ 5/07 C11
STATISTICAL REFERENCE INDEX
JOHN P KENNEDY
4520 EAST - WEST HIGHWAY
SITE 800
BETHESDA MD 20814

AMERICAN BANKER

VOL. CLV NO. 72 — Friday, April 13, 1990 — 155th year

SEC Probing Reported Leaks At First Chicago

By JED HOROWITZ

NEW YORK — The Securities and Exchange Commission has begun an inquiry into allegations that First Chicago Corp. leaked certain securities analysts sensitive information in advance of a press release projecting lower first-quarter earnings.

Some analysts said that the probe, which began this week, has the potential to change the nature of their profession. The SEC declined to comment on the inquiry.

The analysts worry that allegations that First Chicago improperly disclosed an impending increase in nonperforming loans could freeze the information flow that is their lifeblood. They said what they learned from First Chicago was the routine information their profession relies on.

ANALYSIS: *Follow-up on the news*

"I'm concerned that these youngsters at the SEC don't know what's normal and how I deal with banking companies," said Stephen Berman, an analyst at County NatWest Securities. "It would be an absolute disaster for the entire banking stock industry if they shut off the flow. These companies tell you little enough as it is."

Already some banks may be reconsidering how much they should disclose to analysts.

"I have had some indications that the legal departments of several major banks have raised the question about the level of discourse between their I.R. people and analysts," said Louis M. Thompson Jr., president of the National Investor Relations Institute.

Two analysts, who asked for anonymity, said Chase Manhattan Bank officials in recent weeks indicated a reluctance to speak to them in detail about earnings in light of the First Chicago incident.

"I'm not sure if they were joking," one of the analysts said. Chase spokesmen did not return calls for comment.

Shareholders File Suit

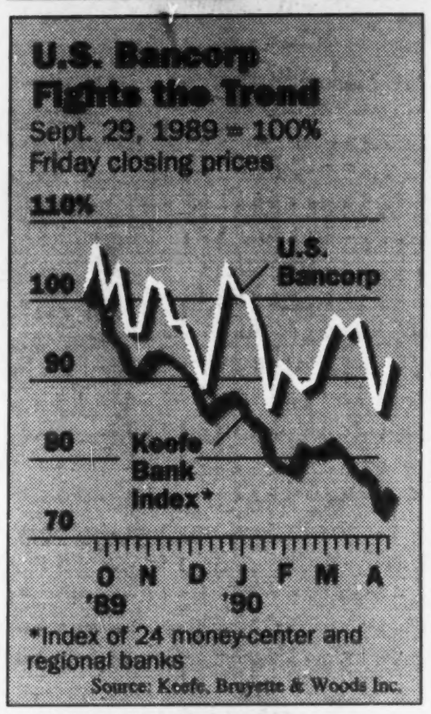
Certainly, the stakes are high. Earlier this week a lawsuit, which seeks class action status, was filed against First Chicago. The suit charges the bank with failure to disclose "adverse material information" and issuing "overly optimistic statements" before announcing that problem real estate loans would rise.

On March 29, First Chicago issued a press release projecting that its first-quarter earnings

See **ANALYSTS** *page* **11**

INSIDE NEWS

FINANCE



U.S. BANCORP has outperformed most big bank stocks in the past six months. Its shares were off just 7.5% in the period, compared with a 24% drop for an index of 24 major banks. Meanwhile, major bank stocks rallied Thursday, aided by better-than-expected earnings at Chemical Banking. *Page 16*

INTERNATIONAL

BANKS IN THE 15 leading industrial nations should be required to report any suspicions of money laundering, a task force concluded. *Page 10*

CONSUMER

BANKS ARE TORN when offering credit cards to small businesses over whether to put them in their retail or corporate departments. *Page 8*

TECHNOLOGY

CITICORP BRISTLED at the news that Philips International is marketing a home banking terminal to compete with the one it makes for the bank. *Page 3*

MORTGAGES

THE TOP 50 THRIFTS in mortgage servicing boosted their portfolios 17% last year, to $229 billion. *Page 6*

OTHER NEWS

FIRST WACHOVIA reported net income of $71.3 million, up 6%. Barnett Banks posted profits of $15.5 million, down 75%, and Southeast Banking posted a whopping loss of $56.8 million. *Page 2*

INDEX

People in the News	2
Company Index	2
Funny Money	4
Classified Advertising	12
Bank and Thrift Stocks	15

Record Plan Set Up for CRA Loans

By SAM ZUCKERMAN

SAN FRANCISCO — In a move that could spur competitors to increase loans to low-income and minority groups, Security Pacific Corp. announced Thursday that it would spend $2.4 billion on "community involvement" activities in California over the next 10 years.

The program is the largest dollar commitment by any bank to date to meet the requirements of the federal Community Reinvestment Act. Los Angeles-based Security Pacific said that about 75% to 80% of the total will be used for affordable-housing loans.

The package includes small-business credits, minority contracting commitments, and more charitable contributions for community development.

The $83.9-billion asset Security Pacific is the second large California bank in recent weeks to announce a massive community affairs commitment. San Francisco-based Wells Fargo Bank, with assets of $48.7 billion, said last month it would lend $1 billion over seven years for community-development projects.

See **SECURITY** *page* **11**

Texas Bank's Rebound Boosts Chemical Profit

By TOM LEANDER

NEW YORK — Boosted by tighter expense controls and a return to healthy profitability at its Texas banking unit, Chemical Banking Corp. said its first-quarter earnings rose 29%, to $151.7 million.

The big earnings spurt was aided, however, by a one-time gain.

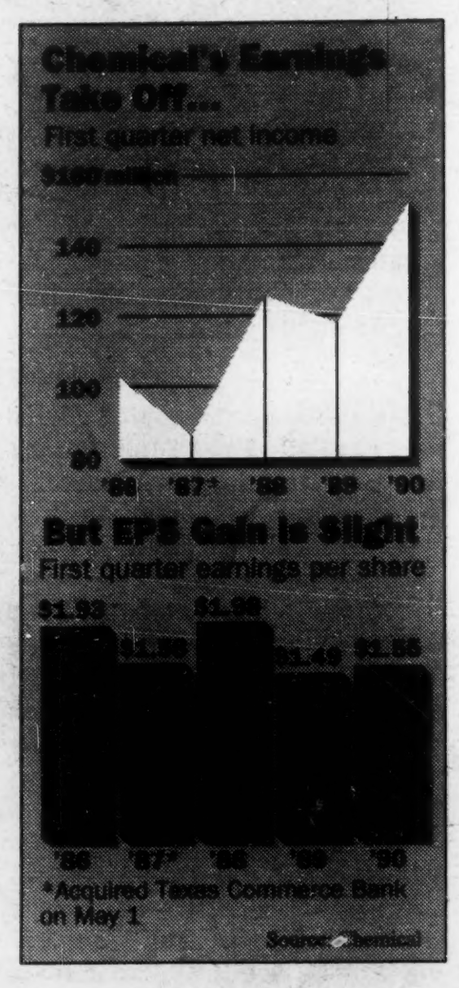
"The bottom line looks good," said Ronald I. Mandle, an analyst for Sanford C. Bernstein & Co. in New York, but he said the nonrecurring gain of $114.7 million from the sale of Chemical's share in Florida National Banks of Florida more than offset a $52 million first-quarter restructuring charge.

Investors Welcome News

Mr. Mandle estimated that, excluding the one-time gain, earnings were about $64 million, or 75 cents a share.

Nonetheless, coming when earnings at many big banks are expected to be held back by a rise in nonperforming loans, the news was welcomed by investors. They reacted by bidding up Chemical shares by $1.125, to $24.50, in midday trading.

Meanwhile, Bank of New York Co. reported $102 million in earnings for the first quarter,



up only 1% from the year earlier quarter. Its shares fell 37.5 cents, to $31.375.

Chemical's earnings were regarded as encouraging by analysts. "They're showing signs of life. It was a positive quarter,"

See **CHEMICAL** *page* **7**

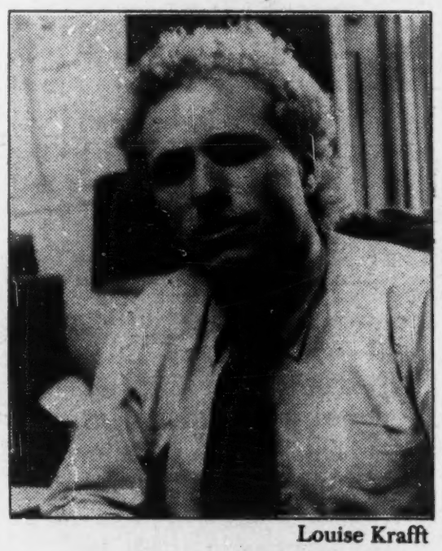
Behind the Scenes of a Meeting Between Business and Regulators

By ROBERT M. GARSSON

The hottest topic in banking now is whether tight regulatory scrutiny on real estate portfolios is spurring a credit crunch. And it has bankers, businessmen, and lawmakers scurrying to get the ears of examiners.

One such case was a breakfast session last week organized by Rep. Joseph Kennedy 2d, D-Mass. The meeting generated a heated discussion of the perceived side effects the scrutiny is generating in New England, according to participants.

The meeting at the Federal Reserve Bank of Boston brought together some 40 business executives, regulators, bankers, including the heads of Bank of Boston Corp., Shawmut Corp., BayBanks Inc., First Mutual Bank of Boston and Boston Bank of Commerce.



Louise Krafft

Rep. Joseph P. Kennedy 2d
Democrat of Massachusetts

Oversight Criticized

John Gould, executive director of Associated Industries of Massachusetts, which represents 3,000 businesses, charged that the Comptroller of the Currency "is driving us right into a recession."

Some of the bankers present sided with complaints from the business community, according to participants. Ira Stepanian, chairman and chief executive officer of Bank of Boston, said the rules employed by the Comptroller's examiners are no different than in the past.

Instead, the difference "is in how they interpret those rules," Mr. Stepanian was quoted as saying. "If they continue to interpret them as they are now doing in New England, there will

See **BEHIND** *back page*

Bankers Backing Norton Buyout Seek Low Profile

By JOHN EVANS
and WILLIAM GOODWIN

Worried about a potential backlash, U.S. and foreign banks financing the hostile acquisition of Norton Co. by Britain's BTR PLC have asked that their identities be kept a tightly guarded secret.

Sources said the banks are concerned that disclosure of their role in the increasingly bitter takeover battle will trigger retaliation by Norton employees and other organizations in Massachusetts, where the U.S. plastics and ceramic manufacturer is based.

Barclays Bank PLC, which is arranging the acquisition financing, has already been subjected to demonstrations by Norton employees outside its U.S. headquarters in New York City.

In Worcester, Mass., Norton's hometown, employees have staged public demonstrations. But that may be only the beginning.

A grass-roots committee of Norton employees has been de-

See **BANKERS** *page* **14**

COMMENT / *By Denis Manelski and Simon Nahnybida*

Back Offices Pose Problems For Bill-Payment Services

Telephone bill paying was introduced in the early 1970s as a consumer service. Later in that decade home banking was tested and offered by financial institutions. Industry experts projected that these services would provide convenient payment alternatives and would complement other electronic funds transfer mechanisms.

Credit cards, proprietary debit cards, automated teller machines, and point-of-sale terminals are displacing checks in substantial volume. However, telephone bill paying and home banking have shown, at best, limited success. In the early 1980s, 450 institutions offered these services; today it's just over 100.

Recently, new interest has been shown in both services. Old programs have been reactivated, and a variety of new service providers have entered the market.

Among the hurdles facing these service providers is the primitive back office supporting telephone bill paying and home banking. Banks, service providers, lock-box processors, and billers must solve the remittance-processing problem.

The Potential

Renewed interest in telephone bill paying and home banking stems from the benefits found in the automation of bill payment processing. These services have the capability of displacing 50% of the checks generated by consumers and small businesses. This represents a potential replacement of one billion checks a month with electronic transactions.

At present, telephone bill paying and home banking utilize four remittance-processing delivery options: check and list, direct send, the automated clearing house using the customer initiated entry format, or MasterCard's remittance-processing service.

Check and list is the most widely used remittance delivery option. This process requires the telephone bill paying and home banking service provider to combine all the payments for a particular biller; write one check for the total of the payments; produce a list detailing the customer's name, account number, and payment amount; and mail or deliver this output to the billers or their lockbox processors.

The check-and-list option is expensive to all parties, and it is error prone, resulting in high rates of inquiry to the consumer bill payment service providers.

A typical bank operation estimates check-and-list cost at 50 cents a payment, substantially more than the processing cost of the paper check. One percent of the payments sent out via check and list generate a customer inquiry, which costs an average of $20 to resolve.

Check-and-list payments are also a costly exception process to the billers. These payments cost the billers 25 cents to capture, versus 8 cents for a payment received with a scanable turnaround document. Billers must also respond to the numerous inquiries caused by this process.

Payments not delivered via check and list use one of the three electronic delivery options.

The direct send option is attractive only for high-volume billers. Under this option, the service provider creates electronic media output from the telephone bill paying and home banking bill payment system, and delivers or transmits directly to the biller. The service provider also credits the biller's account either by a book transfer, a wire transfer, or via the ACH. This option requires that transport, customized formats, and processing arrangements be in place for each biller.

The Automated Clearing House delivers payments under prearranged conditions to the biller's banks. Approximately 25 billers can be reached through the ACH.

MasterCard's remittance-processing service also delivers payments electronically to a growing list of billers. About 60 billers can be reached this way.

All three electronic delivery options provide the back office with inexpensive and error-free processing. They also fulfill the customers' expectations of rapid payment delivery.

Expectations are that both telephone bill paying and home banking will grow quickly in this decade.

But bill-paying services were pioneered 20 years ago, and today one can reach only 60 billers electronically via the automated clearing house or MasterCard service. Meanwhile, hundreds of thousands of billers support a bank service in a major market.

Major billers must be educated about the growing opportunity for improved cash flow and operating services. Lock-box service providers should leverage this by consolidating electronic concentration with their traditional payment processing.

Success in marketing the telephone bill paying and home banking services will backfire if we don't respond quickly to the remittance delivery problem. □

Mr. Manelski is executive vice president of U S Tel Inc., Greenwich, Conn., and Mr. Nahnybida is vice president of MasterCard.

Correction

The drawing that accompanied Stephen H. Axilrod's commentary on April 12 ("Tokyo Stock Plunge Echoes the Wall Street Crash of '87," page 4) was the drawing of another columnist, William M. Isaac.

Stephen H. Axilrod

FUNNY MONEY / *By Tom Leander*

Art Exchange

It's not every day that a pending swap deal makes it into the tabloid gossip columns.

Columnist "Suzy" of the New York *Post* reported that Sir Humphrey Wakefield, an art specialist acting on behalf of Britain's National Trust, was negotiating with an unnamed bank for the return of three tapestries woven in 1690. The tapestries once hung in Uppark, an ancient manor house undergoing restoration by the National Trust.

The bank turns out to be Chicago's American National Corp., owner of an art collection. It bought the tapestries years ago. Gerald Kolbaba, the bank's art custodian, confirmed the negotiations. He said American National is willing to return the tapestries if the British government exchanges them for three of equal value.

* * *

Damage Control

As real estate loans continue to haunt lenders across the nation, bank examiners are holding banks and thrifts to more stringent standards.

The National Council of Savings Institutions is riding to the aid of its members with just the type of program that might be expected from a proactive trade group. It will sponsor a self-help seminar,"The Regulatory Examination: How to Get Better Results," on April 17 in New York.

The seminar is intended to help thrift executives control the damage as examiners make a beeline for their books. One purpose of the session, according to the group's promotional flier, is to "minimize criticisms that are inherent in every examination."

* * *

Pitching Curveballs

To mark the opening of baseball season, the Federal Home Loan Bank of New York issued "Casey at the Bat" in the form of a press release. The baseball poem, a perennial favorite penned in 1888 by Ernest L. Thayer, ends on a melancholy note for fans of the mythical Mudville team:

Eugene J. Sherman

"*But there is no joy in Mudville – Mighty Casey has struck out.*"

Eugene J. Sherman, chief economist of the New York district bank, tacked on a "post-game analysis," second-guessing the way the opposing team should have pitched to Casey the power hitter.

Asked if there was a financial angle to his analysis, Mr. Sherman replied: "Just because you're an economist, you don't have to spend every moment on the job gauging interest rates."

* * *

Voice from the Ruins

From his vantage point at the center of the most widely reported thrift debacle, Charles H. Keating has no qualms about telling regulators how to sell the assets salvaged from his financial empire.

Charles H. Keating

The former chairman of the failed Lincoln Savings and Loan Association took aim at the government Monday, at a pretrial hearing in Washington. Mr. Keating assailed the way regulators are managing Lincoln's assets, particularly the luxurious Phoenician resort near Phoenix.

The regulators wrested control of the resort from Mr. Keating last September. Lincoln invested $275 million in the resort, Mr. Keating says, and recouped $170 million from the sale of a 45% stake to a Kuwaiti investment group.

Mr. Keating values the property at a minimum of $350 million. But the government is trying to find a buyer for the Phoenician at about $99 million.

"That's sick," he said. "It hurts me that this asset could be sold at this price."

* * *

Updating the Image

While Swiss banks generally cultivate their image as bastions of conservatism, Swiss Bank Corp. has flirted with the avant garde by installing a 14-foot by 18-foot sculpture by artist Richard Serra.

That's the same Richard Serra whose famous "Tilted Arc" was removed from the plaza of the Jacob Javits office building in downtown New York after employees in the building protested that the huge sculpture blocked their path.

With considerable fanfare, Swiss Bank recently hoisted Mr. Serra's "Fin" into place. The work – described by the artist as a "slowly curving concave arc" – will adorn the Swiss Bank Tower, a nearly completed building on Manhattan's 50th Street that will serve as the bank's U.S. headquarters.

But "Fin" is not likely to generate controversy. It will repose safely out of the employees' way on the 11th floor of the building's sky lobby. □

AMERICAN BANKER

Established 1836
One State Street Plaza, New York, N.Y. 10004
212-943-6700

Editor: Fred R. Bleakley
Managing Editor: Thomas J. Ferris
Asst. Managing Editor: Jeffrey Kutler
Washington Bureau Chief: Robert Trigaux
News Editor: Eric M. Starkman
Features Editor: Patricia Stundza
Art Director: Pamela Budz Moriarty
Statistics Editor: L. Michael Cacace
Senior Columnist: Sanford Rose

STAFF WRITERS
Consumer Financial Services: Wendy Grover, Yvette D. Kantrow, Ellen Memmelaar
Finance: William Goodwin, Kelley Holland, Gordon Matthews
International: James R. Kraus
Mortgages: Phil Roosevelt
Real Estate: Stephen Kleege
Technology and Operations: Karen Gullo, Jeanne Iida, Richard Layne

BUREAUS
Washington: Bill Atkinson, Robert M. Garsson, Barbara A. Rehm. 202-347-5529
Atlanta: Kenneth Cline (bureau chief). 404-364-6572
Chicago: Nanine Alexander (bureau chief). 312-663-6380
Dallas: Steve Klinkerman (bureau chief). 214-748-5666
Los Angeles: Teresa Carson (bureau chief). 213-627-0953
Northeast: Jed Horowitz (bureau chief), Tom Leander, Franklin Smith. 212-943-6700
San Francisco: Sam Zuckerman (bureau chief). 415-986-8705
London: John Evans (bureau chief). 011-441-538-5959

COPY EDITORS
Winnie O'Kelley (assistant chief), Christine Arax, Terry Bormann, John Fulton, Edward Kulkosky, Robert Paul Molay, Howery Pack, Jane Sandiford

ART
Dylan Kreuzer (assistant director), Peggy Turbett, Carl Zeichner

FEATURES
Suzanne Christy, Joseph L. McCarthy (assistant editors)

STATISTICS
Harvey Glassman, John Ferring

Contributing Editor: Paul S. Nadler
Editorial Assistants: Lenore Adams, Jackie Albritton, Matthew H. Barthel, Rita Kay Meyer, Lou Schwartz

President: George W. Landgrebe
Executive Vice President, General Manager - Banking - Allan Priaulx
Executive Vice President Business Services - Con A. Rusling
Senior Vice President, Advertising - Christopher B. Edman
Vice President, Circulation - Madeline Krakowsky
Production Manager - Erwin W. Hambright

ADVERTISING
New York: 212-943-5280
Chicago: 312-663-6390
San Francisco: 415-421-7950
Los Angeles: 213-382-6346
Charlotte, N.C.: 704-522-7181
Classified: 800-221-1910
International: 212-943-4250
Telex: 421768 ABKR

The American Banker is published daily, except weekends and holidays.

©1990 by American Banker • Bond Buyer, a division of Thomson Publishing Corporation. All rights reserved.
"American Banker" is a registered trademark of American Banker • Bond Buyer. Registered in the U.S. Patent and Trademark Office.
Second Class Postage Paid at new York, N.Y., and at additional mailing offices in U.S.A.
(ISSN No. 0002-7561)
Postmaster: Send address changes to American Banker, One State Street Plaza, New York, N.Y. 10004
Subscription Rates: U.S. $635 a year, Canada $815. Canada Airmail and Foreign $1,120. Single copy $5.75
Telecopier: 212-943-2984

Photocopy and Reprint Permission
Those registered with the Copyright Clearance Center (21 Congress St., Salem, Mass., 01970) have permission to photocopy any article owned by American Banker • Bond Buyer. The fee is $5 per copy of each article.
Copying for other than personal use or internal reference is prohibited without express permission of the copyright owner. Copying of article or columns not owned by the American Banker • Bond Buyer is also prohibited.
Single copies available day of publication: $5.75; back-issue prices based on date of publication. Address requests for reprints or back issues to American Banker • Bond Buyer, One State Street Plaza, New York, N.Y. 10004, or call 212-943-4845.

Customer Service
For subscription orders, changes in address, help with late delivery, or to report unsatisfactory service, call 800-221-1809 (in New York State, call 212-943-9589 collect).

S&Ls Boost Servicing Rights

But Experts Expect Growth to Wane in '90

By PHIL ROOSEVELT

NEW YORK — In what may prove to be the last blast of growth for some time, the top 50 thrifts in servicing mortgages for investors boosted their portfolios by 17% last year, to $229 billion, an *American Banker* study found.

The growth rate of these leaders was well ahead of the 10.8% posted by all savings and loan associations in servicing for investors.

Proposed Capital Limitation

But experts said that many thrifts are now curbing the growth of their servicing portfolios; they are concerned about a proposed rule that would limit the amount of purchased servicing rights that banks and thrifts could count as capital.

Such a rule is under consideration at the Federal Deposit Insurance Corp., but final action is not expected before late spring. In a 60-day comment period that ended Tuesday, the agency received about 70 letters, an FDIC spokesman said. The comments have yet to be analyzed, he added.

In servicing, thrifts and others earn fees by funneling monthly payments from mortgage borrowers to investors. Servicers also handle tax and insurance payments and are responsible for initiating foreclosures.

Thrift Bailout Law a Factor

In recent years, some thrifts have grown rapidly in the field by purchasing servicing rights from other lenders. But certain provisions of the 1989 thrift-bailout law, coupled with the pending FDIC rule, have erected obstacles to many of the most active buyers. Under the FDIC proposal, purchased servicing rights can make up only 25% of core capital.

"A lot of big buyers in the thrift industry are sitting on the sidelines waiting for the outcome of the FDIC proposal," said Daniel Thomas, a vice president at Cohane, Rafferty Securities Inc., a servicing brokerage based in Harrison, N.Y.

Princeton, N.J.-based Cenlar Federal Savings Bank, a big buyer of servicing rights in recent years, has made no purchases since June, said David Marshall, a senior vice president at Cenlar.

Late '89 Decline at Cenlar

He added that much of the 28% growth in Cenlar's servicing portfolio last year came from purchases initiated in 1988 but not completed until early 1989. Cenlar's servicing portfolio actually declined during the second half of the year.

Among the top 10 thrifts in the field, Glendale Federal Savings and Loan Association, Glendale, Calif., posted the largest gain for the year. But its 117% increase mainly reflected a move to consolidate a mortgage unit into the thrift, said chief financial officer David Hansen.

In the past, the *American Banker* has published yearend servicing data for both thrifts and mortgage companies. This year, mortgage companies are being excluded. But complete midyear rankings of banks, thrifts, and mortgage companies will appear in October, and related data may be published in the interim. □

Top 50 Thrifts in Servicing

Mortgages serviced for investors: 1989 compared with 1988
($ thousands)

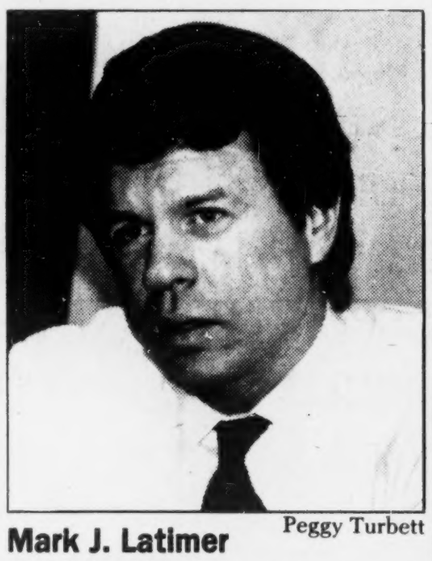
Rank 1989		Servicing 1989	Percent change	Rank 1988
1	Standard Federal Savings Bank, Gaithersburg, Md.	18,424,091	16.95	1
2	Home Savings of America, FA, Irwindale, Calif.	18,035,660	31.83	3
3	Glendale Federal Savings & Loan Assn., Calif.	12,161,196	117.26	9
4	Great Western Bank, FSB, Beverly Hills, Calif.	11,163,726	10.05	4
5	City Savings Bank, FSB, Elizabeth , NJ.	10,832,054	(30.72)	2
6	American Savings Bank, FA, Stockton, Calif.	8,148,433	3.57	5
7	Cenlar Federal Savings Bank, Princeton, N.J.	8,110,924	27.87	6
8	Carteret Savings Bank, FA, Newark, N.J.	8,089,032	30.42	7
9	First Nationwide Bank, FSB, San Francisco	7,189,280	33.08	10
10	Transohio Savings Bank, Cleveland	6,399,416	27.97	12
11	Midfirst Savings & Loan Assn., Oklahoma City	6,289,103	28.74	13
12	Home Federal Savings & Loan Assn., San Diego, Calif.	6,286,138	31.63	14
13	Home Owners Federal Savings & Loan Assn., Boston	5,926,357	(2.80)	8
14	Leader Federal Savings & Loan Assn., Memphis, Tenn.	5,846,909	22.70	15
15	California Federal Savings & Loan Assn., Los Angeles	5,261,209	0.90	11
16	Western Federal Savings Assn., Marina Del Rey, Calif.	5,189,246	32.69	19
17	Colonial Savings & Loan Assn., Fort Worth, Tex.	4,917,977	39.81	22
18	Imperial Savings Assn., San Diego, Calif.	4,638,216	11.21	17
19	Coast Savings & Loan Assn., Los Angeles	4,460,289	(5.54)	16
20	ComFed Savings Bank, Lowell, Mass.	4,299,170	10.33	20
21	Great American First Savings Bank, San Diego, Calif.	4,234,424	6.09	18
22	Household Bank FSB, Newport Beach, Calif.	3,797,011	94.62	32
23	Dime Savings Bank of New York, FSB, Garden City	3,160,275	15.04	26
24	Altus Bank, FSB, Mobile, Ala.	3,156,047	80.64	36
25	AmeriFirst Bank, FSB, Miami	3,057,439	(1.85)	23
26	Homestead Savings Federal S & L Assn., San Francisco	2,904,048	(2.12)	25
27	MeraBank, FSB, Phoenix, Ariz.	2,877,882	(19.34)	21
28	Standard Federal Bank, Troy, Mich.	2,868,291	23.01	28
29	Boston Five Cents Savings Bank, FSB	2,747,436	40.25	31
30	First Gibraltar Bank, FSB, Houston	2,520,643	(16.54)	24
31	Security Savings & Loan Assn., Jackson, Miss.	2,430,844	56.22	42
32	Platte Valley Savings, FS&LA, Gering, Neb.	2,191,463	27.43	37
33	Dominion Federal Savings & Loan Assn., McLean, Va.	2,046,027	15.31	35
34	First Federal Savings & Loan Assn., Rochester, N.Y.	2,007,433	55.79	48
35	Mercury Savings & Loan Assn., Huntington Beach, Calif.	2,004,771	21.05	40
36	Duval Federal Savings & Loan Assn., Jacksonville, Fla.	1,951,290	(6.84)	30
37	Decatur Federal Savings & Loan Assn., Ga.	1,910,219	38.70	45
38	Northeast Savings FA, Hartford, Conn.	1,891,929	10.44	38
39	United Savings Bank, FSB, San Francisco	1,876,908	60.17	56
40	Hamilton Savings Bank, FSB, San Francisco	1,871,620	46.05	50
41	Republic Federal Savings & Loan Assn., Altadena, Calif.	1,859,125	49.14	52
42	ABQ Bank, FSB, Albuquerque N.M.	1,742,727	(6.13)	34
43	Chevy Chase Savings Bank, FSB, Md.	1,694,548	7.41	41
44	San Francisco Federal Savings & Loan Assn.	1,664,542	6.98	43
45	Crestmont Federal Savings & Loan Assn., Edison, N.J.	1,632,610	82.71	74
46	Union Federal Savings Bank, Indianapolis, Ind.	1,616,153	(27.37)	29
47	Guardian Savings & Loan Assn., Long Beach, Calif.	1,470,585	120.09	97
48	Sterling Savings Bank, Southfield, Mich.	1,464,972	62.01	72
49	Gibraltar Savings, FA, Simi Valley, Calif.	1,451,398	(39.12)	27
50	First Federal of Michigan, Detroit	1,450,919	23.12	55

Data source: Data provided by **ADP Data Services Division, New York**, from their data base of Thrift Financial Report submitted by S.A.I.F.-insured thrifts to the Office of Thrift Supervision. **Servicing (for investors):** the total of all unpaid principal balances of all whole mortgage loans and participating interests in loans serviced by an institution but owned by others at the close of the period, whether or not originated by the institution.

SECURITIES

Remic Manager At Freddie Mac Reviews Growth

Mark J. Latimer, 39, is a senior vice president of the Federal Home Loan Mortgage Corp. He oversees Freddie Mac's issuance of real estate mortgage investment conduits, or Remics. In 1989, Freddie Mac issued $40 billion of Remics, up from $13 billion in 1988. Mr. Latimer was interviewed by the American Banker's *Phil Roosevelt.*



Peggy Turbett

Mark J. Latimer
Freddie Mac

Q: Is it true that most new pass-throughs issued by Freddie Mac are winding up as collateral for your Remics?

LATIMER: That's correct. The logic has to do with the need of investors for specific cash flows. With Remics, they can find the maturity that meets the specific needs of their liability strategies.

Q: Has the appetite of the thrifts for Freddie Mac securities changed in the wake of the bailout law.?

LATIMER: There's been a dramatic change. If you just look at the amount of Remics they purchase, it was 20% of our issuance in 1988 and that's now been cut in half, to less than 10%. It's the need to shrink assets to meet the requirements of FIRREA, and the drop in the number of thrifts.

Q: Who has taken up the slack?

LATIMER: Fortunately, a lot of people – commercial banks, pension funds, and insurance companies, to name just a few.

Q: How strong is the overseas buying?

LATIMER: The international market, I would estimate, has held 1% to 2% of our securities historically. Today, on an incremental basis, I would say they're purchasing between 5% and 10% of our issuance. □

TALKING *markets*

Adjustables Popular in Northeast, Poll Says

California may be the U.S. home of the adjustable-rate mortgage, but some of the loan's biggest fans are in the Northeast.

A survey by Chicago Title & Trust Co. shows that 41.2% of northeastern homebuyers chose adjustables last year, well above the nationwide average of 33.1% and slightly ahead of the West's 40.4%.

Moreover, as a trend toward fixed-rate loans swept the country, homebuyers in some Northeast cities actually increased their reliance on adjustables. In New York, 52% of buyers went with adjustables, up from 38.9% in 1988, according to the survey.

That put the Big Apple in a league with Los Angeles (49.5%) and Orange County, Calif. (55.2%). California is home to the nation's largest thrifts, which pioneered adjustable mortgages and continue to specialize in the loans.

Why are adjustables a hit in New York? Buyers may have needed the initial discount typical of adjustables in order to qualify for loans, said John Pfister, a vice president at Chicago Title. "It looks like the first-time buyers in New York were those that were really straining" to afford a home, he said.

Dime Savings Bank of New York, one of the area's largest mortgage lenders, specializes in adjustables. "We had a very high number of ARMs in 1989 – about 90% of all our originations," said Savid Totaro, first senior vice president at the thrift.

Some other New York lenders, however, said the market seemed to lean increasingly toward fixed-rate loans last year.

Certainly, fixed-rate loans gained ground nationwide last year, as their interest rates dipped below the psychologically important 10% level. The number of buyers taking adjustables declined to 33.1% last year from 41.8% in 1988, according to Chicago Title.

According to Chicago Title, adjustables are least popular in the South. Only 18.2% of buyers used the loans last year, down from 29.9% in 1988.

— Phil Roosevelt

Key Interest Rates

	Week ended 4/6/90	Week earlier 3/30/90	Year earlier 4/7/89
30-year fixed-rate mortgage	10.34	10.31	11.20
1-year adjustable-rate mortgage	8.47	8.48	9.39

Rates are based on a weekly survey of 2,000 lending institutions nationwide. The averages reflect rates for a range of loan sizes.
Source: HSH Associates, Butler, N.J.

Secondary Market

	Price 4/11	Week's change	Yield	Week's change	Treasury spread	Week's change
Ginnie Mae 9½%	96-12	-2-02	10.31	+0.39	+169	+32
Fannie Mae 9½%	98-15	-0-04	9.87	+0.03	+126	-5
Freddie Mac 10%*	99-31	1-29	9.96	+0.11	+134	+4

Yield: bond equivalent yield based on mortgage prepayment rates projected by Merrill Lynch. **Treasury spread:** the mortgage security yield minus yield on the current 10-year Treasury bond in basis points. (*)— Current coupon changed since last week.
Source: Merrill Lynch Mortgage Capital, New York

NOTE

ONLY THE FOLLOWING PAGES OF THIS

PUBLICATION HAVE BEEN FILMED

Cov. 1, Pgs: 4, 6